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1905-06



# Hardwood Record

Tenth Year.  
Semi-monthly.

CHICAGO, OCTOBER 25, 1905.

Subscription \$2.50  
Single Copies, 10 Cents.

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 18,000 ft. 5/4 firsts & seconds.  
 15,000 ft. 6/4 firsts & seconds.  
 19,000 ft. 8/4 firsts & seconds.  
**30,000 ft. 2 1/2 and 3 in. firsts  
 and seconds.**  
 150,000 ft. 4/4 No. 1 common.  
 30,000 ft. 5/4 No. 1 common.  
 40,000 ft. 6/4 No. 1 common.  
 22,000 ft. 8/4 No. 1 common.  
**20,000 ft. 2 1/2 and 3 in. No. 1  
 common.**  
 12,000 ft. 4/4 cull.  
**QUARTERED RED OAK.**  
 14,000 ft. 4/4 firsts & seconds.  
 18,000 ft. 5/4 firsts & seconds.

8,000 ft. 6/4 firsts & seconds.  
 5,000 ft. 8/4 firsts & seconds.  
 38,000 ft. 4/4 No. 1 common.  
 12,000 ft. 5/4 No. 1 common.  
 7,000 ft. 6/4 No. 1 common.  
 3,000 ft. 8/4 No. 1 common.  
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 80,000 ft. 4/4 firsts & seconds.  
 7,500 ft. 5/4 firsts & seconds.  
 9,000 ft. 6/4 firsts & seconds.  
 22,000 ft. 8/4 firsts & seconds.  
 8,000 ft. 10/4 firsts & seconds.  
 16,000 ft. 12/4 firsts & seconds.  
 127,000 ft. 4/4 No. 1 common.  
 20,000 ft. 5/4 No. 1 common.  
 30,000 ft. 6/4 No. 1 common.  
 50,000 ft. 8/4 No. 1 common.  
 8,500 ft. 10/4 No. 1 common.  
 12,000 ft. 12/4 No. 1 common.

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 3,000 ft. 5/4 firsts & seconds.  
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 7,000 ft. 12/4 firsts & seconds.

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 6,000 ft. 16/4 firsts & seconds.  
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 31,000 ft. 8/4 No. 1 common.  
 12,000 ft. 10/4 No. 1 common.  
 8,000 ft. 12/4 No. 1 common.

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 4/4 to 12/4 1s and 2s Basswood, unselected and White..... 112,000 feet  
 4/4 to 8/4 Selected End Dried White Maple..... 95,000 feet  
 Matched and Jointed Maple Flooring.  
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4/4 1st and 2nd Clear.  
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### Maple

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125,000 feet 4/4 Nos. 1 and 2 Hemlock 10' to 16'.

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OUR SPECIALTY IS

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SPECIAL ITEMS

12000 ft. 1 1/4 x 10 in. and Wider Choice Quartered White Oak

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**WE** have in all thicknesses and sizes the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

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Ash .....	1,036,300 feet
Quartered White Oak...	48,500 "
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Plain Red Oak.....	82,500 "
Cypress .....	498,000 "
Cottonwood.....	240,000 "
Poplar .....	359,500 "

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Poplar .....	598,500 feet
Bay Poplar.....	545,500 "
Red Gum .....	38,200 "
Cypress .....	420,500 "

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Cypress .....	350,000 feet
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## DELL YARD

Plain Red Oak .....	350,000 feet
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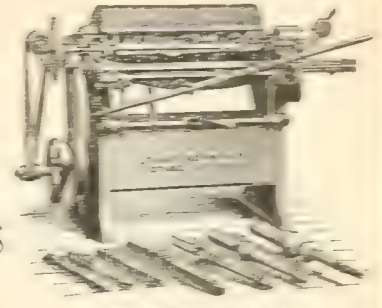
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AT OLD PRICES

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Love, Boyd & Co. NASHVILLE, TENNESSEE

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ALL KINDS OF

HARDWOOD LUMBER

## CHATTANOOGA

No. 1, No. 2 and No. 3 Common  
Poplar, 4-4, 5-4, 6-4, 8-4. For Sale by

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MANUFACTURERS OF  
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for sale in tracts  
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Detailed information  
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1 1/4 "	100,000 "	1 1/2 "	100,000 "	1 1/4 "	30,000 "
1 1/2 "	400,000 "	2 "	100,000 "	1 1/2 "	50,000 "
2 "	1,000,000 "	2 1/2 "	50,000 "	2 "	75,000 "
2 1/4 "	200,000 "	3 "	75,000 "	3 "	4,000 "
2 1/2 "	500,000 "	ROCK ELM		GRAY ELM	
3 "	500,000 "	2 in.	25,000 ft.	1 in.	300,000 ft.
4 "	400,000 "	2 1/4 "	50,000 "	1 1/2 "	200,000 "
BEECH		WHITE MAPLE		ASH	
1 in.	500,000 ft.	End Piled		1 in.	
1 1/4 "	250,000 "	1 in.	100,000 ft.	500,000 ft.	
1 1/2 "	400,000 "	1 1/2 "	20,000 "		
2 "	100,000 "	2 "	50,000 "		
2 1/2 "	200,000 "				

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Kiln Dried

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Hollow

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and

Bundled

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## Wolverine Brand Maple Flooring

== "THERE IS NONE BETTER" ==



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Maple, Birch and Beech Lumber



# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring,  
Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXI.

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No. 1.

## Hardwood Record

Published on the 10th and 25th of each month

By The **HARDWOOD COMPANY**

HENRY H. GIBSON

President

FRANK W. TUTTLE

Sec.-Treas.

### OFFICES:

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.  
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### General Market Conditions.

General hardwood conditions throughout the United States, so far as the selling qualities of hardwoods go, are in a condition that is eminently satisfactory to all interested in the trade. On the contrary, quite a number of lines of hardwoods are in short supply, notably plain oak, ash and chestnut.

The most serious condition that confronts trade activity in hardwoods at this writing is the annual car shortage which seems to be more severe right now than at any time in previous railroad transportation history. Individual railroads are from 500 to 5,000 cars short of requisitions, and this state of affairs will undoubtedly last until the large grain and cotton movement ceases. Railroad men figure that lumber is not a perishable commodity, neither is it one for which adequate storage room cannot be provided, and therefore they say lumber can wait. General movement of freight of all classes is slow at this time on account of the congested condition of nearly every line of railroad. Even fast passenger trains are repeatedly held up, owing to freight blockades.

There is nothing to note in special accretion or decline in the values of any hardwood. Trade is going on steadily with a fair volume, and there is an excellent prospect that stocks will be nearer cleaned out of first hands by January 1 next than ever before in the history of the lumber trade.

### Forests Vital to Our Welfare.

President Roosevelt has a most intelligent grasp of the forestry and reforestry problems of this country. He makes frequent and timely utterances on this great subject which are invariably worthy of consideration. In his speech at Raleigh, N. C., October 19, he spoke as follows:

And now I want to say a word to you on a special subject in which all the country is concerned, but in which North Carolina has a special concern. The preservation of the forests is vital to the welfare of every country. China and the Mediterranean countries offer examples of the terrible effect of deforestation upon the physical geography, and

therefore ultimately upon the national well-being, of the nations. One of the most obvious duties which our generation owes to the generations that are to come after us is to preserve the existing forests. The prime difference between civilized and uncivilized peoples is that in civilized peoples each generation works not only for its own well-being, but for the well-being of the generations yet unborn, and if we permit the natural resources of this land to be destroyed so that we hand over to our children a heritage diminished in value, we thereby prove our unfitness to stand in the forefront of civilized peoples. One of the greatest of these heritages is our forest wealth. It is the upper altitudes of the forested mountains that are most valuable to the nation as a whole, especially because of their effects upon the water supply. Neither state nor nation can afford to turn these mountains over to the unrestricted greed of those who would exploit them at the expense of the future. We cannot afford to wait longer before assuming control, in the interest of the public, of these forests; for if we do wait the vested interests of private parties in them may become so strongly entrenched that it may be a most serious as well as a most expensive task to oust them. If the eastern states are wise, then from the Bay of Fundy to the Gulf we will see within the next few years a policy set on foot similar to that so fortunately carried out in the high Sierras of the West by the national government. All the higher Appalachians should be reserved, either by the states or by the nation. I much prefer that they should be put under national control, but it is a mere truism to say that they will not be reserved either by the states or by the nation unless you people of the South show a strong interest therein.

Such reserves would be a paying investment, not only in protection to many interests, but in dollars and cents to the government. The importance to the southern people of protecting the southern mountain forests is obvious. These forests are the best defence against the floods which in the recent past have, during a single twelve-month, destroyed property officially valued at nearly twice what it would cost to buy the Southern Appalachian Reserve. The maintenance of your southern water powers is not less important than the prevention of floods, because if they are injured your manufacturing interests will suffer with them. I do not think that the people of North Carolina or of any other southern state have quite grasped the importance of this movement to the commercial development and prosperity of the South.

### On the Subject of Organization.

In a recent speech made by Secretary Root in welcoming delegates from the South American republics attending the session of the general International Sanitary Convention, he made the following utterances:

There is no reason to believe that the individual intellect of man is any more powerful now than it was 2,000 years ago. But there is reason to believe that there is an organization today which furnishes a platform from which as a basis things can be done that were wholly impossible heretofore.

Human activity is capable of greater accomplishments under the magnetic influence of association with other minds. I believe almost all war and bitterness between nations arise from misunderstanding, from a failure of the people of one country to appreciate the people of another.

The cure of national misunderstandings is acquaintance, the cultivation of good relations and friendship among the people of the nations.

What the secretary said concerning the value of organization as applied to nations is fully as true when applied to any line of com-



mercial endeavor. The great work that has been accomplished in the lumber industry during the past few years, through the medium of associations, is now a matter of history. In these organizations it is just as true that the individual intellect is no more powerful than it was in the early history of the trade, but most lumbermen now recognize that their associations furnish a platform from which things can be accomplished that were hitherto impossible. It is equally true that the war and bitterness of lumber commerce arose from a misunderstanding and from a failure of the members of one branch of the industry to appreciate those engaged in another. It is further true that the cure for commercial misunderstanding is acquaintance and the cultivation of good relations and friendship.

### Mahogany.

The trade situation in mahogany, the most important foreign wood that enters into consumption in the United States, is but comparatively little understood by the average lumberman.

Until a few years ago the limited quantity of mahogany used in this country came very largely through Liverpool brokers to the New York market and was there sawn into lumber. Its use was almost entirely confined to the East. First and foremost it was regarded as a precious wood and the price obtained for it, as compared with present day values, was enormous.

The splendid physical qualities of this wood attracted the attention of a good many astute lumbermen, and during the past decade numerous individuals and companies have entered upon the direct purchase of timber or forests in Central America, South America and Africa, with the intent to broaden the field of production and to make direct importations. The path of adventurers into mahogany enterprises has been strewn with failures. There probably have not been half a dozen successful ones of any importance in this line of commercial industry. A few of these people have either made money or had the reputation of making it in large quantities. Since that time, notwithstanding the history of the trade, numerous legitimately founded financial enterprises, or wild-cat ones, have entered into the business.

Primarily, the only large consumption of solid wood in mahogany has been in the construction of railway passenger coaches. The next largest demand has been in the making of furniture, but the wily furniture producer in the making of "mahogany" furniture has employed only a modicum of the real article, and has substituted many portions of his goods with birch and other woods stained in the similitude of the genuine. It is therefore an axiom of the mahogany trade that when car building is dull, the mahogany trade is dull.

To make a long story short, the imports of mahogany logs which have been very largely converted into lumber, have grown in the last decade from about 20,000,000 feet to approximately 50,000,000 feet, and the consuming demand has not kept pace with production. The result is that mahogany is slow of sale, that there is probably two years' normal stock on hand, and that mahogany has reached a stage where in relative value it is the lowest priced wood in the United States.

To the mahogany man of this country there are just two horns to the dilemma: he must either restrict his business or must needs widen the consumption of the wood. From the fact that several of the most important of these enterprises today have millions of dollars involved in great propositions on either side of the equator, it is going to be pretty difficult for them to curtail their operations without sustaining immense losses. On the other hand, it would seem to the HARDWOOD RECORD a comparatively easy proposition to educate the general public to the fact that mahogany is no longer a precious wood; that, while it ranks very high in character, it can be sold almost side by side with American oak for the making of doors and interior finish for high-class public and private buildings; that it can be sold more generally for the making of furniture and for an infinity of other uses for which many other of the best American woods are now used. If mahogany is to have any value, they must needs enter upon some new line of business.

What American lumber trade papers have accomplished in the past for cypress, maple flooring and gum can be done for mahogany, and the business can be placed upon a satisfactory commercial basis in this country, doubling in volume the present import of this wood.

### Overproduction of Coffins.

It is alleged that the coffin and casket manufacturing output of the United States is considerably in excess of the demand. Fortunately, or unfortunately, as it is viewed from the light of the manufacturer or from that of the consumer, the demand for coffins cannot legitimately be increased.

There are 163 manufacturers of coffins of various capacities in this country. Nineteen of these manufacture 375,000 coffins and caskets each year; 30 manufacture 360,000; 114 manufacture 612,000, making a total of 1,347,000 coffins and caskets made annually in the United States.

An abstract of the mortality table of the twelfth census of the United States shows that the total deaths for the preceding twelve months were approximately 1,238,000. These figures would indicate that the output of coffins and caskets is more than 100,000 in excess of the demand. And the weakness in this commercial pursuit is such that the public cannot be induced to increase their purchases by the use of any of the mediums successfully practiced to stimulate trade in other industries. It would therefore seem that there are coffin manufacturers enough in the United States to fully take care of the needs of the trade, and that the building of additional factories at the present time either presages financial loss to the investors, or the failure of some of the older concerns.

Five years ago government statistics showed that there were \$14,585,162 invested in the casket manufacturing business, and the annual value of the product was slightly in excess of the total capital invested.

It is undoubtedly true that the production of this class of merchandise for years past has been quite a little in excess of the demand, with the result that manufacturers have either been obliged to do business at a very slight margin of profit, or meet with financial loss.

The foregoing facts are outlined at this time in the HARDWOOD RECORD as numerous cities in their overzealous attempts to induce the locating of new industries fail to estimate with care the possible success of any institution which they may choose to financially aid; but, unheeding, take on and subsidize factories that are presaged to failure before they are ever started.

### A Dimension Stock Convention.

There is so much interest manifested by producers of hardwood dimension material over the proposed convention in that interest that the HARDWOOD RECORD is safe in making the announcement that a convention will be called in the city of Chicago about November 21 for the purpose of forming a hardwood dimension stock association. This convention will have for its objects an analysis of cost of the production of dimension material, establishing just grades, and an attempt to educate producers to a just value of their product. The date of this meeting is not yet definitely named, but it is hoped that the date may be announced in the HARDWOOD RECORD of November 10. Those interested in this movement who wish to participate are invited to send their addresses to this office so that they may be notified of the exact time of the meeting.

### Lifting of the Quarantine.

The glad news has come that the quarantine in the south country, which has prevailed for nearly three months, has been lifted. This unfortunate calamity, traceable in part to actual yellow fever epidemic, but more largely to the scare incident to it, has cost the South an inestimable sum. Lumbermen have been special sufferers, owing to the fact that output has been greatly curtailed, since it has been impossible to make shipments; and the embargo laid against getting either in or out of the South has rendered it impossible for buyers to visit the territory. The visit of President Roosevelt to this formerly infected district during the last few days will aid materially in immediately reopening business.



## Pert, Pertinent and Impertinent.

### Strange.

Pity the lonely bachelors—  
Victims of Fate's mishaps;  
The only ideal girls they find  
Are wives of other chaps!

—W. OF O.

### The Family's Occupation.

Mother's in a carriage.  
Daughter's dressed to kill.  
Son is playing rouge et noir  
And father pays the bill.

—WASHINGTON STAR.

### A Lump of Logic.

The time to quit (it seems to me  
This truth is past denying)  
Our advertising ought to be  
When all the world quits buying.  
NIXON WATERMAN.

## The Wise Lumberman.

### Once in a While.

It occasionally happens that the greatest truth is told by the biggest liar.

### Worth Remembering

It is worth bearing in mind that the lioness does not consider the lion the king of beasts.

### A Man's Idea.

An evil communication is a written statement from your wife's dressmaker.

### Wisdom.

It's often wiser to forgive an enemy than to wear one or both eyes in mourning.

### Their Choice.

Some people's own business so bores them that they prefer other people's.

### A Dry World.

If there was nothing but wisdom on tap, what a dry old world this would be.

### Don't Overdo It.

To have a good opinion of oneself is all right, but many people overdo the thing.

### The World's Tongue

Men outrage every law of the world and are afraid of the world's tongue. What cowards we are!



"You can talk about your mining stocks, town lots and life insurance for investment purposes, but American forest trees are good enough for me."

### A Good Label.

Advice: To be well shaken before being taken.

### Debt.

A man may run into debt, but he invariably has to crawl out.

### The Ideal Woman.

It's peculiar how the ideal woman is invariably married to some one else.

### He Never Knows.

A lumberman never knows how really mean he is until he runs for alderman.

### Very True.

The man who is his own worst enemy is usually on friendly terms with many bartenders.

### Good Women.

It takes a thoroughly good woman to do a thoroughly stupid thing.

### Life.

Life is far too important a thing to be discussed seriously.

### Few of Us.

The man who is a hero in the sight of his wife is a lucky dog.

### An Important Fact.

Some men would rather be in politics than be right.

### A Cynic.

The cynic is a man who knows the price of everything and the value of nothing.

### Lacks Time.

The more industrious a man is, the less time he has to act meanly.

### Think About It.

All fishermen may be liars, but all lumbermen are not fishermen.

### Temptation.

Most everybody can resist everything save temptation.

### The Knocker.

Even the most pronounced knocker never uses his little hammer to nail lies.

### Sad But True.

Cleverness often has to take a back seat for common sense.

### Very True.

There is no man so busy that he doesn't find time to make an occasional mistake.

### Their Fun.

Think what an astounding pleasure it affords your heirs when you save money.

### Needs a Tonic.

Every once in a while every man's morality needs a good strong tonic.



# AMERICAN FOREST TREES.

TWENTIETH PAPER.

## Sassafras.

*Sassafras sassafras* (Linn.) Karst.

*Sassafras officinale* Nees and Eberm.

This tree is of the laurel family. Its range of growth is through eastern Massachusetts, southern Vermont, southern Ontario, central Michigan, southeastern Iowa, eastern Kansas, Indian Territory and Arkansas; through the South to Florida and the Brazos river valley in Texas. It flourishes remarkably well in Arkansas and Indian Territory, reaching its greatest development in those sections.

In Vermont, New Hampshire, Massachusetts, Connecticut, Rhode Island, New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Mississippi, Louisiana, Texas, Arkansas, Kentucky, Missouri, Illinois, Indiana, Kansas, Nebraska, Michigan, Ohio and Ontario, it is called sassafras; in Florida it is known by the name of saxifrax; in Tennessee, saxifrax-tree; sassafac in West Virginia, sassafac in Delaware. In the negro dialect of Louisiana it is called gumbo file; while the Onondaga Indians of New York knew it as wah-eh-nah-kas, which being interpreted means "smelling stick." The so-called California sassafras is not of this botany.

Sassafras thrives best in rich, sandy loam. In the South it is often found, with the persimmon, in abandoned fields in the middle districts, frequently growing in thickets. In the North it is usually a mere shrub or dwarf tree, but farther south it attains a height of from forty to even one hundred and twenty-five feet, with a diameter of two or three feet. Trees over fifty feet in height, however, are the exception rather than the rule. In shape it is rounded, with narrow, flat head.

The bark of the young tree is greyish-buff in color, streaked with green. In old trees it is a dark, reddish brown. The little branches are always light in color, and peel readily.

The leaves are simple, alternate and petioled, ovate or obovate, the apex of leaves and lobes being blunt or slightly rounded; sinuses, rounded; in color, dark green, thick and shiny, becoming glabrous and sprinkled with light dots. Three distinct forms of leaves are common to the sassafras: one simple oval, the leaf with a lobe on one side only, and the third with a lobe on each side of the central surface, all of which are shown in the illustration. The

foliage has a thrifty, clean appearance. In autumn it turns to delicate red and yellow shades while the branchlets retain their bright, lustrous green far into the winter.

Thoreau says:

"When I break off a twig of green-barked sassafras, as I am going through the woods in February, and smell it, I am startled to

wick, an English artist of the eighteenth century, and that of the sassafras; both are regular and decorative.

The flowers are diœcious, yellowish-green, and grow in conspicuous clusters, appearing with the leaves in early spring. Their calyx is six-lobed; the stamens are nine in number.

The fruit ripens in September. It is small, oval in shape, and one-seeded. In color it is blue-black, growing upon a reddish fleshy stem. It never remains long upon a tree, for it is a favorite food of birds, and they devour it greedily as soon as it matures.

The thick heartwood is of a dull orange-brown color, while the sapwood is thin and light yellow. The layers of annual growth are clearly marked with three or four rows of large open ducts; the medullary rays are thin and numerous. The wood is very coarse-grained, light and brittle. It is not particularly strong, but is exceedingly durable when in contact with soil. It checks somewhat in drying. The weight of the seasoned wood is thirty-one pounds to the cubic foot.

Sassafras is employed in the manufacture of pails, buckets, ox-yokes, fence-posts, cooperage stock and light skiffs, and latterly is being employed for house finish.

The tree may always be identified by the strong aromatic taste of not only the roots, bark and twigs, but also of the leaves, which have the pungent flavor of the old-fashioned sassafras candy. The root, particularly its bark, affords a powerful, aromatic stimulant. This oil of sassafras is made largely in Pennsylvania and Virginia, and is an important article of commerce. The little twigs are mucilaginous, and their pith infused with water furnishes a sticky preparation which is used as a demulcent in inflammatory and febrile conditions.

The famous "gumbo" soup of the South is prepared from "gumbo file" which the Choctaw Indians of Louisiana make of the leaves.

Sassafras was one of the first American trees to be fully reported in Europe. Monardes, a Spanish

writer, described it not more than fifty years after Columbus' first voyage of discovery. The credulous people of those times attributed to its oil wonderful healing qualities, and regarded it as a specific for numerous ills. It was in great demand everywhere on this account, and it formed a part of the first cargo ever exported from the Massachusetts Bay Colony to the old world.



TYPICAL SASSAFRAS FOREST GROWTH, LOWER APPALACHIAN RANGE, EAST TENNESSEE.

find it fragrant as in summer. It is an importation of all the spices of Oriental summers into our New England winter, very foreign to the snow and the oak leaves."

An authority says the foliage of the sassafras, more than that of any other tree except the horse-chestnut, is conventional to a fault. One is impressed with the similarity between the leafage in old wood engravings by Be-

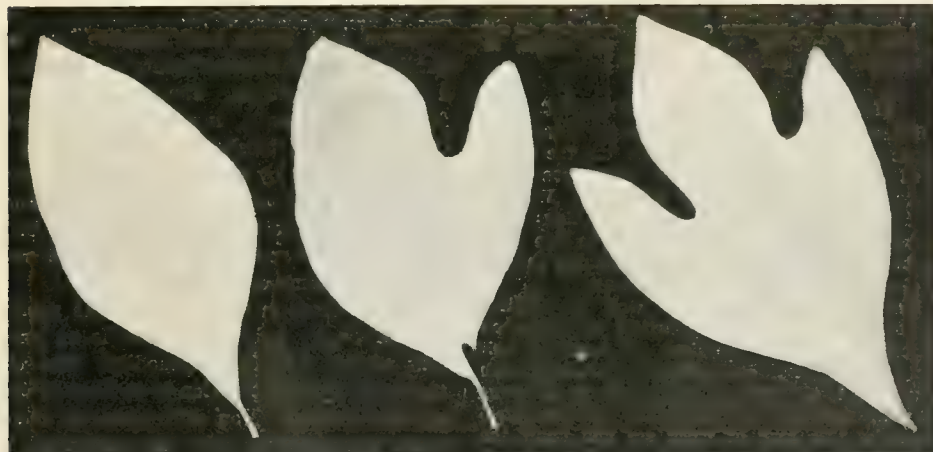


Up to this time sassafras wood can scarcely be regarded as a commercial quantity from the fact that comparatively little of the range of timber growth where sassafras has



FRUIT AND FOLIAGE OF SASSAFRAS.

reached the size of saw timber has been exploited and developed. Such of the wood as appeared in a minor quantity in some sections of the country was not even felled when the general area was cut, as there was



PRINT OF SASSAFRAS LEAVES, ONE-THIRD ACTUAL SIZE.

very little market for it, and its qualities and uses were unknown.

Probably the largest area of sassafras growth is in the lower Appalachian range. The illustration of the splendid sassafras tree shown in connection with this article was made from a photograph taken on the property of the Little River Lumber Company, near Townsend, Blount county, Tenn., in that portion of the lower Appalachian range showing the highest type of forest. This tree was fifty inches in diameter and sixty feet to the

first limb, and was not of exceptional size for this section. As this range of forest is developed, the excellent qualities of sassafras for many purposes will undoubtedly be recognized and exploited, for it is one of the many splendid woods growing in eastern Tennessee, western North Carolina and northern South Carolina that has a future as a commercial lumber commodity.

Annie Oakes Huntington writes of this tree as follows:

"In certain old English books about trees, a quaint story is related of the sassafras, which is made to play an important part in the success of the voyage of Columbus. His courage was nearly exhausted, we are told, and his hope of accomplishing the purpose of his voyage had almost reached its end, when the perfume of sassafras flowers, borne by a breeze from the land, convinced him that the long sought land could not be far distant. Stimulated by this assurance, he continued upon his course, and when his crew mutinied, the fragrance of the tree enabled him to persuade the men that they would soon reach land. We are thus obliged to conclude that if it had not been for the sassafras-tree, there would have been small chance of the discovery of America in 1492. \* \* \*

Down in the country from which you are sending weather reports and expense accounts there are few who were born yesterday. Every man of them has played the game from soda to hock. On your first trip you get the glad hand just as freely as the fresh-landed sailorman does at a Bowery dance hall. They are all looking for a good thing.

Attend to your business; take it slow; and don't talk too much. You can make friends of customers by listening to their stories. Don't pretend to know it all.

Under no circumstances be beguiled into passing an opinion on lumber shipped by some other concern, or into telling the buyer how much better lumber you can ship than other people from whom he has previously purchased. Tell him the truth, but don't tell him too much of it. If he likes National Hardwood inspection, why that inspection is good enough for you. If he is stuck on Hardwood Manufacturers' inspection, tell him that is your long suit. If he tries to pin you down to New York Lumber Trade rules, tell him the inspection is all right, but you are not familiar with the application, and therefore would prefer that he accept one of the other two. If he wants Boston Survey, duck! The real way to sell lumber is on our own inspection and our own measurement. Coax him into the "sample car" order proposition when you can, but don't sell any lumber unless the rules of inspection and the method of their application are clearly defined. It is not safe nowadays. We are likely to get only 20 per cent of common into our firsts and seconds, when he has been in the habit of getting 40. It is not well to spoil a good customer.

You know that poets are born and not made. If this applies to lumber salesmen you are up against a hard proposition.

Keep on plugging and do the best you can.

Your affectionate

FATHER.

P. S.—I have requested your mother *not* to forward your dress suit. In my long experience on the road I have always contended that there are three things which are unnecessary for a salesman to burden himself with—a dinner coat, a whisky bottle and a walking stick. You already have the cane—let bad enough alone.

#### Ontario Hardwood Market.

The hardwood buying conditions in Ontario are very promising. There has been an extraordinary demand for hardwood throughout the manufacturing districts of the Dominion all the year, as the chief cities have been building very extensively. The demand for hardwood throughout the country is increasing as time progresses. As Canada is deficient in many hardwoods, notably oak, which enters into high-class house finish and furniture, and as it has scarcely commenced to develop its own hardwood forests, it remains one of the best if not the best market for American hardwoods that this country enjoys. The call for maple and birch flooring is excellent, and prices are firmer than earlier in the year, owing in part to the higher values prevailing in the United States.

## A Lumberman's Letters to His Son.

CHICAGO, Oct. 22, 1905.

MY DEAR SON: I note what you say about the difficulties you encounter on the road in selling lumber, and am very much gratified that you seem to be willing to accept a few suggestions from your dad. I begin to

have a little hope for you. Every young man who starts out in the bush selling lumber has about your experience. After he has sold his first five cars he has learned the entire trade and there is nothing doing with him in the way of accepting advice.



# A Mistake of Divine Will.

(See Photo gravure Supplement.)

"It's a damned shame! There's another chain slipped somewhere besides the one in the head of that fool Swede who runs the steam loader," said big Andy as he pulled the grey blanket over Long Tom, the cant-hook man, covering the determined mouth which was beginning to take on the inscrutable smile of eternity. "Tom was the greatest top loader in the whole outfit, and he swung that old cant-hook as though it was alive. They couldn't pass 'em up too fast for him. How he could have let that last top log knock him into kingdom come is beyond me."

"I hope, my dear sir, you are not questioning the ways of Divine Will," said the young minister who had driven with the doctor to the scene of the accident.

"Hell, no, I ain't questioning nobody, Mr. Preacher," said Andy earnestly. "But I'd like to ask ye, as one as knows the inspection rules, just why Tom was throwed out and the rest of us passed. It ain't right, Mr. Preacher—it ain't right. Here's me," and big Andy drew himself up to the extreme of his six feet four, "a-cussin', drunken, good-for-nothin', with nobody to care whether I drink myself to death or not. Do I get decently killed by the damned carelessness of a pock-marked Swede and the devilishness of a cull basswood butt? Never in a thousand years! I'll die some day with my boots on, picking blue worms off my coat. But Tom, here," and big Andy's voice almost broke in a sob, "Tom Nelson was the pride of every lumber jack in the whole camp. Why, he's won more money for us from that outfit across the river than any other man here. Ye couldn't send 'em up too fast for Tom until today—and he's braced up and never took a drink since a year ago when he married Susie."

At the mention of the woman's name big Andy's face became more distressed than ever. "What'll Susie do?" he asked. "And who'll tell her that her man is lyin' out here in the snow with a blanket over his face? Say"—and big Andy turned fiercely to the preacher—"do you mean to tell me that it was meant a' purpose—if ye do jes' git right out of here, fer I'm going to think it's a mistake somewhere—that yer Divine Will was watching that awkward son-of-a-gun across the river, and forgot that Tom would be thinking about his wife and the baby comin' and would want a little watchin' himself this mornin'. It's well fer you, sir, that I'm going to think it's a mistake, fer if I thought it was straight goods, I'd lam you first and then go after that Divine Will, as you call him."

The young minister looked at the old doctor in horrified consternation, but the physician had healed the wounds of many a bitter battle among the stalwart woodsmen, and he knew both their strength and their weakness, and answered the unspoken query.

"Not much theology, my boy, but plenty of that old human nature which made our Jewish forefathers insist upon 'an eye for an eye and a tooth for a tooth.'"

In the meantime tender if awkward hands had placed the fast stiffening form of the top loader on a rude bed in the tote sled, and followed by the whole camp the sad little procession moved on, for Susie had to be told.

Half way to the little shack, that stood at the edge of the little shanty town that had sprung up near the scene of the logging operation, a boy was seen running at full speed toward them.

He stopped in surprise at the solemn cortège, and then called out, "Say, is Long Tom Nelson with you? If he is, tell him his wife wants him and the doctor quick. There's a baby come to his house."

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### Hardwood Dimension Association.

SACRAMENTO, KY., Oct. 11.—Editor HARDWOOD RECORD: We note your article on the hardwood dimension business and think you have taken a step in the right direction. We are in favor of an association along the lines mentioned and would be pleased to have you keep us in touch with anything contemplated in this line.—PRATT-WORTHINGTON COMPANY.

MANCHESTER DEPOT, VT., Oct. 20.—Editor HARDWOOD RECORD: Your article on hardwood dimension stock in the Sept. 25 issue is well and ably written. Every word of it rings with truth, and if, through the medium of your journal, you are able to make the manufacturers of this kind of stock see and know the truth as you see it, you will have done a good work for dimension stock.—M. L. HADLEY MANUFACTURING COMPANY.

These two letters are specimens of a number that have been received from concerns interested in the hardwood dimension industry. It is proposed that a convention of those interested in the making of hardwood dimension wagon stock and material for furniture and chair factories, etc., be called in the city of Chicago on or about Nov. 22 next. If those interested in this proposed meeting will kindly advise the HARDWOOD RECORD they will receive definite notice of the date and proposed place of meeting. There is enough enthusiasm already aroused on this subject to insure a large attendance of persons interested in the betterment of this branch of the hardwood industry.—EDITOR.

### Maple and Birch Dimension and Yellow Birch.

ONTONAGON, MICH., Oct. 19.—Editor HARDWOOD RECORD: Please advise if there is a market for 1-in. square maple and birch, and

Big Andy turned quickly to the minister and his brawny fist closed ominously, but there was a quiver in his voice as he again inquired: "Did yer Divine Will make another mistake this time?"

"I don't think he did, Andy," said the minister tremulously, as he looked from the form under the blanket to the home where the doctor was already alighting. "I don't think he did, for the child will bring comfort that nothing else could give."

"Well," said Andy after a pause, "if Divine Will is trying to make up for his mistake in the case of Tom by sending the baby to Susie, we'll just have to let it go at that. We're all liable to make mistakes. And so we'll help Divine Will out by taking care of Tom's kid—won't we, boys?"

"You bet we will," was the earnest response, as they lifted the father, and with reverent tread carried him into the house where lay the child his loving eyes would never look upon.

whether this can be used for dowel pin work. Where can we get the names of wagon and buggy hub manufacturing concerns? We have small yellow birch excellent for hubs and would like to find a market for it.

Maple and birch inch squares are not available for the manufacture of dowels as a general proposition. The system of manufacture of dowels involves cross-cutting limbs and split blocks out of the bodies of trees, and then by a special machine punching the dowels out of the cross sections. There is a market for small maple and birch squares in the small handle trade and occasionally in some other lines.

Yellow birch is available for the production of buggy hubs, and there is an excellent market for this commodity. The way to handle this proposition is to have it done on the ground. You will have to induce some manufacturer who has exhausted his local stock to locate near you, where you can deliver your logs to him. You ordinarily cannot sell small yellow birch bolts and ship to remote places. These plants must be convenient to the timber. Parties interested in your birch can undoubtedly be found. The center of this industry is in Pennsylvania, and there yellow birch is pretty well exhausted.—EDITOR.

### Criticizes Record's Los Angeles Correspondent.

LOS ANGELES, CAL., Oct. 17.—Editor HARDWOOD RECORD: We just received copy of your issue of Oct. 10, and naturally looked for Los Angeles items the first thing. On page 31 you have an article written by someone who is evidently not well posted on conditions existing in this market. The article states: "What little stocks have been carried are at present decidedly depleted and inquirers for these woods are given to understand that if their requirements are large the stock will have to be secured in the East, etc."

The facts are that we can furnish from our stocks here any reasonable amount of stock that could be called for by any concern in this ter-





## THE CANT-HOOK MAN

BY ROBERT L. STEARNS







ritory. We have two acres of land covered with sheds which we keep full.

Then, also, the prices mentioned in this article are misleading, as you will see from the fact that we sell 1-in. plain red oak at \$75 to \$80; 1-in. quartered red oak from \$87.50 to \$95, and 1 1/4-in. and thicker at \$5 per thousand more. Three-eighths-in. quartered white oak is sold by us at wholesale at \$50 per thousand and retail \$57.50. We sell mahogany at from \$175 to \$200 per thousand and our retail list on Spanish cedar is \$125; wholesale, \$115. We know that these facts will be appreciated, hence we volunteer them.

We would be pleased to take the trouble to keep you posted on this market if you have no one here permanently.—WESTERN HARDWOOD LUMBER COMPANY.

#### Hardwood Dimension Stock in England.

Referring to a recent inquiry for names of English houses handling oak furniture dimension stock, the RECORD's London correspondent, who is a competent authority on this subject, advises that the English furniture trade is worked by a lot of small master-men who sell finished articles to the large stores, which distribute the goods, and from the fact that patterns, styles and sizes are altered as often as possible, comparatively little furniture dimension stock is possible of sale. He says several shippers have tried to interest buyers, but it is hard to do so. About all the standard sizes that can be named in oak are squares for turning, as follows:

4	x4	—26.
4 1/2	x4 1/2	—26.
5	x5	—26.
5 1/2	x5 1/2	—26.
6	x6	—26.
2	x2	—16—28—32—36.
2 1/4	x2 1/4	—16—32.

3 x3—28—32—36.

Oak rails in both plain and quartered:

1 x2 —48.

1 x3—48.

Oak moulding and flooring strips in both plain and quartered white and red oak:

1 x2 1/2 to 5 1/2—14 and 16 ft.

Same sizes 10 to 12 ft.

Same sizes 10 to 16 ft.

1 and 1 1/4 x4 and 4 1/2—4 ft. and up, white plain and quartered oak only.

Parquet strips:

3/4 and 1 x2, 2 1/2 and 3—12 and multiples.

Staves:

3/4 x3, 4 and 5—28—36.

Following is a list of reliable London buyers of the foregoing materials:

Duncan Ewing & Co.

Wright, Graham & Co.

Gellibrand, Heywood & Co.

Moss & Co.

I. Kennedy & Co.

Budgett Bros.

Irvin & Sellers.

H. Hermann, Ltd.

Three prominent concerns who sell on commission only:

Churchill & Sim.

C. Leary & Co.

Price & Pierce.

The following are Liverpool firms who deal in this kind of material:

Churchill & Sim.

Chaloner & Co.

Farnworth & Jardine.

James Webster & Bro.

Irvin & Sellers.

Duncan Ewing & Co.

I. Kennedy & Co.

Vincent Murphy & Co.

ing vulgar taste. Because of its rich hue, increasing with age, mahogany is particularly well adapted to design work. The floor of the grand salon in Monticello, laid by Jefferson in 1803, is made almost entirely of satinwood and rosewood, but is probably the only one of its kind in the United States.

Sycamore is a cheap wood, used only in the lower grades of parquetry. It cannot be highly recommended because of its sensitiveness to moisture.

The popular judgment regarding cherry is as absurd as in the case of mahogany, hence the custom of staining to obtain immediately something of the color which age brings out. Natural cherry is hard to find. Three to six months' usage develops the characteristic tone,



Oak, Mahogany and Maple



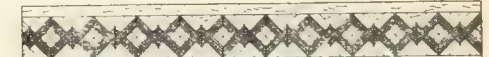
Oak, Dark Oak, Mahogany and Maple



Oak, Mahogany and Maple



Oak and Mahogany



Oak and Mahogany



Oak, Mahogany and Maple



Oak and Mahogany



Oak and Maple



Oak and Mahogany

#### SPECIMEN PARQUETRY BORDERS.

which is infinitely more beautiful than any process of coloring can produce. Cherry, when very old, becomes too dark for extensive use in parquetry fields, but is well fitted for border work.

Walnut has a nut-brown color quite different from any other American wood, which makes it, also, too gloomy looking for anything but borders. Although it stands well and works easily, it will not bear hard usage. Its price is very high in spite of the present limited demand in this country, but this is doubtless due to scarcity and to the steady export of logs to Europe.

Vast quantities of hard maple flooring of the common kind are used, but only the sapwood of the tree is available for parquetry,

## Parquetry Flooring.

Although to the layman the use of varicolored woods in floors seems a decidedly modern departure this impression is erroneous. Not only did the idea originate and develop nearly three hundred years ago, but it has long been put to practical and quite common use in Europe. As early as the middle of the seventeenth century, it is recorded that the Duke of Norfolk's palace at Weybridge contained "wainscotted rooms, some of them parquettèd with cedar, yew and cypress." As far as can be learned, these beautiful floors were first made by the Italians, and by them introduced throughout Europe. They formed as much a part of ornamentation as did the frescoed ceilings and tapestried walls, and were found only in the mansions of the rich or palaces of state.

Today, however, so well are the advantages of polished flooring understood and appreciated that the modern well-appointed home which is entirely without it is the exception rather than the rule. From an economical standpoint polished flooring is desirable; while its first cost may be considerable, it is far more lasting than the finest carpet. The sanitary housekeeper knows that its use enables her to wage a winning battle against germ-breeding dust, and if she is artistic in the arrangement of her belongings, she realizes that a beautiful, shining floor affords the best possible background for warm-hued rugs and other furnishings.

Borders, introducing woods of contrasting

colors are often used, but ordinarily the design is worked out without a decided border effect, having perhaps just a strip of color outlining the room, or if the size of the room warrants, a border of the same wood as the center. The simplest, least startling patterns are in greatest demand, but designs are frequently seen in which many colored woods are laid in intricate and exquisite old Roman, Grecian and rococo effects, both in field and border, forming a floor covering which rivals in beauty and excels in durability the costly products of Persian and Turkish looms.

Of recent years parquetry flooring has become so popular that manufacturers are doing an immense business both at home and abroad. Even the Orient has been invaded by American exporters, and material for a number of floors has been sent to China for the palaces of mandarins, and to Japan to be used in the homes of the wealthy of that land. Fine Manila, Colombo, Calcutta, and Bombay houses, especially those recently erected, are furnished with these handsome floors. Every species of wood from the costly mahogany, satinwood and rosewood of the tropics, to our own less expensive but more useful white ash, sycamore, maple, walnut, cherry and oak, finds a place in one design or another.

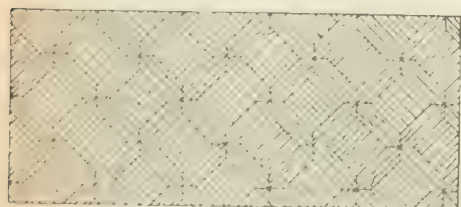
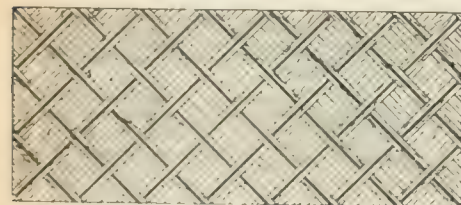
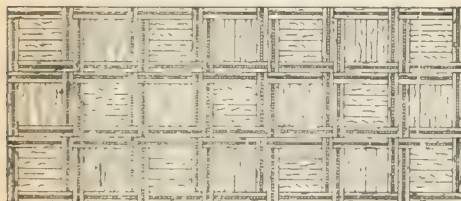
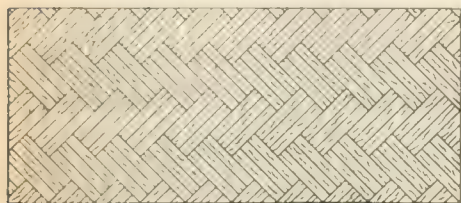
The natural color of mahogany is seldom seen in modern finished furniture because of the senseless custom of staining the wood red for the apparent purpose of obtaining greater uniformity of color and satisfying an unthink-



the older heart-wood being too red in color. The sap-wood is perhaps the whitest wood obtainable, except holly. It requires exceedingly careful treatment and is very sensitive to dampness, so that its use is necessarily sparing. In fact, walnut, cherry and maple are mostly used in working out pleasing designs where small pieces and narrow lines are required to contrast with lighter fields.

By far the most useful wood wrought into parquetry in all countries is oak. Its color, hardness, stability, beauty, and abundance, all conspire to this end. There is a common impression that quarter-sawed oak flooring wears better than plain sawed, but this is not justified either by experience or reason.

It is an important matter, in laying par-



SPECIMEN PARQUETRY FLOOR FIELDS.

quetry that the joints of the finishing floor cross the joints of the foundation floor, so that shrinking on the part of the latter may not cause open joints in the former. In most cases therefore, a diagonal arrangement of parquetry squares better fits the conditions. For large rooms large squares are generally preferred. This is particularly true in Europe, where blocks five feet on a side are sometimes seen, though the demand in this country runs to smaller sizes and more delicate patterns. In very irregular rooms, narrow borders should always be chosen. Where many angles are encountered, and where straight lines between these angles are short, it is extremely difficult to get a good effect with a wide border. In a large and almost

rectangular room, possibly some one part will be narrow,—a bay window, or a cozy corner. Even in such cases, the small border is preferable, unless the odd corner be left out of the general design and treated separately, which, however, is not as pleasing an effect as a border carried into the bay, and around it.

Small rooms, no matter how regular in contour, should never be fitted with wide borders, nor with patterns in strongly contrasting colors, for such combinations, like large pictures and clumsy furniture, diminish the apparent size of the room.

The cuts show various designs which have what may be called a "square frame" around the center. Experienced manufacturers say that such figures have better standing qualities than patterns equally complicated, constructed on different lines. Of course, in cases where the parquetry is of the highest grade, the underlying floor perfect in condition, and the temperature of the room reasonably constant, the choice of design may be merely a matter of taste. But where the conditions are not ideal, and where no special effect is sought, it is best to choose one of these "square frames."

Thin borders and thin fields were formerly made by gluing the pieces together and then backing the whole with cotton cloth. In fancy borders the pieces were cemented. The changes which wood undergoes from varying temperature and usage frequently caused the glue between pieces to break and allow those unfastened by nails to become so loose that they could be easily extracted. To nail each tiny piece of a complicated border or field is manifestly absurd, and manufacturers finally remedied the defect by substituting wood veneer for cloth backing. The advantages of this method have been demonstrated by experience, until today it is the common practice.

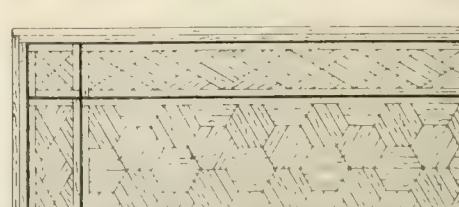
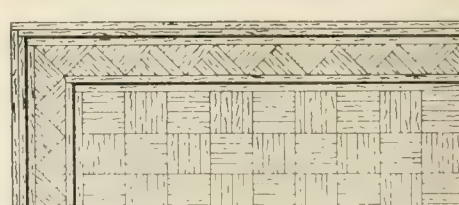
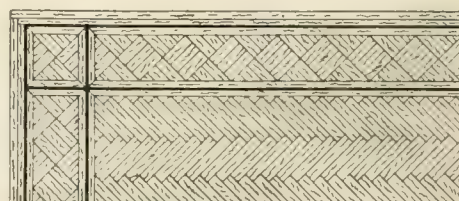
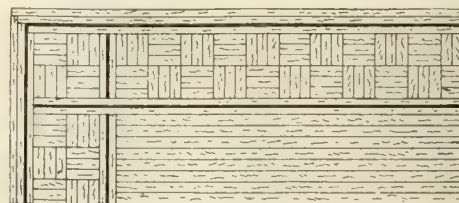
Fine flooring must be made of the most carefully selected lumber, but thorough seasoning is the essential point. An expert knowledge of various woods and various qualities of the same wood, an up-to-date and complete drying plant, long experience and consequent skill are the necessary requirements. Laying and smoothing a parquetry floor so that the design is perfectly carried out, the work absolutely solid, and the finish brilliant, is not a simple proposition.

All loose boards in the foundation should be firmly nailed to the joists, and all boards more than three inches wide should be split, otherwise they will probably shrink or curve, and displace the parquetry. All the inequalities of the lower floor must be planed off, for unless the top be in even contact with the underlying body a blow or strain may cause a break.

There is great difference of opinion as to the order in which a fancy floor should be laid, and no exact rule can be laid down in this respect. Most mechanics prefer to lay the wall strips first, the border next, and lastly the field. Another favorite method is to lay the wall strips and border along one

side and one end of a room, next the field, and then the border and strips on the other end and side. Nailing is done as the floor is laid, steel brads being used, longer or shorter according as the body floor is of soft or hard wood. Fifteen or more nails should be used to each square foot of thin parquetry, and they should be set nearly a sixteenth of an inch below the surface with a small punch. Flooring should be laid as quickly as possible, and should be well protected until down.

Smoothing is one of the most important parts of the work, and it is especially difficult. It requires a skilled artisan to accomplish a satisfactory result. The final appearance of the floor depends largely on the surface being



SOME CHOICE COMBINATIONS.

even and smooth, for it is impossible to get a durable finish or a fine polish on a rough ground. Because of the hard wear to which floors are subjected, their finishing is a matter quite different from the perfecting of any other kind of woodwork. A thin floor is usually finished with paste filler and two coats of the finest white shellac, and polished with wax. The wax will, of course, make the floor slippery, and if this is an objection, it may be dispensed with and the shellac rubbed up. Wax gives the better polish and wears longer, however. If the floor is to be subjected to exceedingly hard usage, the filler may be darkened and sandpaper used thoroughly before the rest of the finish is applied. This treatment brings out the grain plainly and does



not show wear as quickly as does lighter finish. Tongue and groove work should have two coats of wax. This will be found strongest and most durable.

Parquetry flooring ought to be frequently swept with a hair brush or with a broom covered with cotton-flannel. Weighted polishing brushes can be obtained, and their use will restore a dulled surface. Many an overzealous housewife has ruined a handsome floor by frequent applications of warm water. Oil is another popular cleaner which should not be used frequently, for it will gradually darken the wood. Places most exposed to hard wear should be rubbed with a cloth wet in turpen-

tine. When thoroughly clean and dry, the finish may be renewed on these spots. If such places are carefully looked after and kept in order, the entire floor will not require a general cleaning and polishing more than once a year.

Several parquetry fields, borders, and combinations are shown in the accompanying cuts. The *HARDWOOD RECORD* is indebted for much of the information contained in this article and for the accompanying sketches to the Wood-Mosaic Flooring Company of Rochester, N. Y., and New Albany, Ind. This is the foremost house in the world producing parquetry flooring.

## The Pianoforte.

The question of who invented the piano does not, perhaps, interest hardwood manufacturers so much as what woods can be used in its manufacture, and the various uses to which such woods are put. A brief history of its origin may not, however, be out of place in introducing an article into the manufacture of which hardwoods enter so largely.

Spillane in his "History of the American Piano" mentions the clavichord as a "step toward the piano." This instrument was probably invented in Italy during the fourteenth century; then followed the virginal and spinet. About the end of the sixteenth century these instruments were superseded by the harpsichord, which also originated in Italy about the end of the fifteenth century.

Bartholomeo Cristofori of Padua, a maker of harpsichords, seems to have been the originator of the piano in 1709, although there are many claimants for the honor at about this period.

The name, which signifies soft and strong, appears to date back to 1598, when in the correspondence of an Italian named Paliarino, an instrument called piano-e-forte is mentioned.

Spillane says "the first piano made on this continent to all appearances was produced by John Behrent in Philadelphia in 1775," since which time a vast industry has been built up, until today there are in the United States hundreds of factories turning out from one to fifty pianos a day, each going forth to exercise a "humanizing influence" and play its part in the development of minds.

Pianofortes are either in the form of the grand piano, in which the strings lie in the direction of the keys, or they have the strings stretched vertically perpendicular to the keys, which is now the most common form and constitutes the upright piano.

The principal parts of the piano into which lumber enters are the case, frame or back, pin plank, sounding board and keys.

A visit to a well-organized piano factory cannot be without interest and instruction to a lumberman and will well repay him for the time spent therein. Since a thorough seasoning of all lumber entering into the manufacture of pianos is a necessity, every piece used must

first be subjected to the dry kiln no matter what its previous seasoning may have been. From the dry kiln the sawyer receives the lumber at the crosscut saw, where the operator cuts to schedule, passing from the crosscut to the rip saw and thence to the surfacer and other machines in regular order until such pieces as are to be glued together reach the gluing machine, which deftly spreads the glue evenly on the surface of the wood.

The parts which are glued together are subjected to a pressure of many hundreds of pounds under specially constructed presses. Singularly, it has been found that presses constructed of wood glued together have given more satisfactory results and have withstood a greater strain than those built entirely of iron, the method used being to glue one inch lumber cross-banded together.

Piano cases are mostly "double veneered" on poplar, elm, chestnut and sometimes maple and birch, the thickness of lumber used being one inch, inch and a quarter, inch and a half, and two inches, some manufacturers using solid quarter-sawed white oak or birch.

The principal wood used in the frames, or backs, is soft elm, three inches and three and one-half inches thick, although latterly some Oregon fir and red gum have been used and found to answer the purpose.

Pin or tuning planks are built of quarter-sawed maple, a quarter of an inch thick in

three layers at right angles glued to two-inch maple.

Eastern spruce holds its own as the most suitable and at present the only wood making a satisfactory sounding board, this important part of the instrument requires much care in its manufacture, the wood used being one-quarter inch thick, ribbed with spruce one inch square.

The sounding board is fastened to a malleable iron frame weighing from one hundred to two hundred pounds. To this frame are also fastened the strings, which are of steel wire. The tuning of the strings is not infrequently done by men to whom the art of playing is as Greek, which may appear to be an anomaly.

Very few manufacturers of pianos make their keys or actions, this being a branch of the business requiring special equipment. The keys are made from clear select white pine, "shorts" being chiefly used. White maple is the principal wood used for piano actions, the mechanism by which the movement of the keys is conveyed to the strings.

Of the more expensive woods mahogany and walnut are chiefly used for moldings, trusses and pillars. These woods, together with oak, are also used as veneers for outer finish of the case. These veneers, before being glued to the case, are first cross banded below with birch or poplar veneer; here the gluing machine plays an important part.

Not the least interesting is the filling and finishing of the woods, which singularly receive their final finish from the bare palm of the operator's hand, a noteworthy feature being the fact that instead of the polisher's hand being, as might be expected, hard and callous, it is as soft as the skin of an infant.

Upright pianos are made in three or four sizes and grands in three sizes. Comparatively few pianos are exported to England or other European countries, they being too cheaply manufactured there, and the domestic demand quite equal to the present supply. The United States has, however, for some years past been regarded as the producer of the highest grade of pianos, thanks to the indefatigable perseverance of our manufacturers.

## Anecdote and Incident.

### Utilized the Loan.

There is a Philadelphia lumberman much noted for brusqueness of manner, charitable instincts toward his friends and very outspoken opinions of both men and manners. Recently a customer walked into his office with a request for a loan of \$2,000 for a few days. The matter was quickly adjusted and a check for the amount given him.

"What are you going to charge me for this money?" asked the customer.

"Oh, if you only want it for a few days I won't charge you anything," promptly responded the lumberman.

The foregoing with the subsequent part

of the story is related by the Philadelphia lumber magnate.

"What do you suppose that cuss did with my two thousand dollars?" remarks he, interrogatively. "He didn't do a thing the next day but send me a check for an overdue account he owed me, and discount it 2 per cent!"

### A Redwood Recommendation.

W. R. Birmingham, the expert California timber logger and estimator who for so many years has been associated with the White & Friant California interests, is in Chicago this week. In discussing the non-inflammable character of redwood he re-



lates an amusing incident concerning the recommendations made by a Californian concerning the wood to a would-be purchaser of a tract of this timber.

"This is the most wonderful wood in the world," said the enthusiast to the purchaser. "It is absolutely impossible to burn it. All San Francisco is constructed of it, and no fires of importance are possible in that city. Now, another beauty of an operation in redwood lies in the fact that after you have felled your timber and reduced it to lumber you can go back on your land and cut your tops and limbs into cordwood which makes the best firewood on earth."

#### The Subpoena Nuisance.

They are telling a good story down at Cincinnati on Tom Moffett of the Maley, Thompson & Moffett Company. Tom is a good deal of a lumberman and of no incon-

siderable personal pulchritude; he is president of the Business Men's Club and naturally is inclined to regard himself fairly well both commercially and socially, which is no more than he should do.

On a certain Thursday a few days ago Mr. Moffett was served with a subpoena to appear at the courthouse. He promptly responded at the time named and waited for several hours for court to convene. Neither court nor counsel appeared.

"I think it is an outrage for business men to be dragged away from their offices and held hour after hour in a courtroom," said the wrathful lumberman in righteous indignation as he stamped up and down the corridors. Eventually he showed the subpoena to a lawyer friend whom he encountered, who pointed out to him that the summons was for Friday.

"Please say nothing about this," said Tom, "for if the boys at the club get onto it they will kid the life out of me."

## News Miscellany.

#### A Visit to the Queen City.

There is an old saying that "there is no friend like an old one," but that saying was disproved upon a recent visit to Cincinnati, for to all the gentlemen called on I was a stranger; that is, I felt like one before I went into their offices, but when I left I felt as though I had known them all my life. In fact, it was with great regret that I said good-by to Cincinnati, for it seemed as though I was leaving many old friends.

The first office visited was that of the enterprising firm of Bennett & Witte, where I met W. A. Bennett. Mr. Bennett is too well known for me to say anything further than that he is just as hearty and cordial as ever. In this office I met Emil Thoman, that hustling young secretary of the Lumbermen's Club of Cincinnati. Emil has recently joined the ranks of the "benedicts," and congratulations were in order.

Next a visit was paid to the office of A. Euler, the American representative of German importers of American woods. Mr. Euler welcomed the Record man with his usual courtesy and the invitation to "call again" will surely be accepted.

R. T. McKee of R. T. McKee & Co. gave his usual hearty greeting and wore "the smile that won't come off." His firm has done a fine business the last month, hence the smile.

R. L. Gilbert of the J. W. Darling Lumber Company gave up a few minutes of his time to talk on various subjects, hardwoods taking up the majority of it. He also reported a very busy month.

At the Branchending Lumber Company's office two of the gentlemen of that name were met and some interesting experiences with the quarantine regulations at Lake Providence, La., from which place they had recently returned were related.

J. W. Graham of the Graham Lumber Company gave me the "glad hand" and invited me to make myself at home at any and all times.

I. M. Asher of the Nicola, Stone & Meyers Company was seen and although very busy consented to chat for a few minutes. This firm has recently removed its yard and offices to a location on the Southern R. R. and now has ample room to accommodate its large stock.

One of the most pleasant calls was made on Mr. Schmidt of the Western Lumber Company. Mr. Schmidt congratulated the Record on its marked improvement during the past year.

Charles F. Shicks also spoke very warmly of the Record and the improvement it has undergone.

B. A. Kipp was visited just at the commencement of a severe rain, and while the Record man enjoyed the talk with Mr. Kipp, it is a matter of conjecture if he enjoyed being bothered for so long a time.

T. B. Stone was in, and in his usual cordial way gave his visitor the freedom of his office. Mr. Stone was about to start for a southern trip and was armed with several legal documents, which, however, turned out to be nothing more formidable than health certificates.

A. E. Hart of the Leland G. Banning Company, in the absence of Mr. Banning, did the honors, and his acquaintance will long be remembered.

A call on the Cincinnati Hardwood Lumber Company convinces one that Messrs. Bosken, managers of this plant, are following in the footsteps of their father, John Bosken, one of the pioneers of the hardwood trade in Cincinnati, for it is infrequent that one sees such a well kept stock and yard.

H. P. Wiborg of Wiborg-Hanna Company reported business very good. In fact, that seemed to be the general verdict all over Cincinnati.

J. B. Cochran of the Cochran Lumber Company received the visitor in his usual manner and spent some time in discussing the local trade in hardwoods.

One of the most pleasant calls made was the one made upon E. E. Beck. Mr. Beck is a hustling young man.

T. P. Scott was out of the city.

At R. E. Becker & Co.'s office Mr. Freiburg was met and his cordial "Call again when you are in Cincinnati" will be remembered.

John Dulweber of John Dulweber & Co. was as agreeable as ever.

Mr. Groesbeck of the Stearns Lumber Company is most cordial and entertaining. To meet him is to like him, for a more pleasant gentleman than he is very seldom met.

Mr. Robinson, "prince of good fellows," of the firm of Mowbray & Robinson, was seen posing on top of a pile of lumber, and his cordial invitation to "climb up" was accepted, and although very busy he gave a few minutes time for a chat.

At the well-known firm of Maley, Thompson & Moffett, T. J. Moffett, one of Cincinnati's leading men and president of the Business Men's Club, welcomed the Record representative heartily.

G. S. Stewart of the firm of William H. & G. S. Stewart was seen and a few minutes' chat was had with him. Mr. Stewart is noted for his

"yarns" and pleasant is the time when G. S. starts telling stories.

A very enjoyable evening was spent at the banquet of the Lumbermen's Club, held at the club rooms on October 9. This was the first of the monthly banquets for the season and was attended by the following well-known lumbermen and their guests: C. H. Pease, Pease Lumber Company; Frank Van Slyck, L. & N. R. R.; J. H. Wehry, Littleford Lumber Company; C. H. Schatzman, Pennsylvania R. R.; E. J. Thoman, Bennett & Witte; J. T. Crutchfield, National Freight Agency; J. W. Graham, Graham Lumber Company; W. A. Bennett, Bennett & Witte; George M. Morgan, Nicola, Stone & Meyers; R. L. McClelland; S. W. Richey, Richey, Halsted & Quick; Dwight Hinckley, Stone & Hinckley; A. E. Hart, L. G. Banning Company; C. F. Korn, Farrin-Korn Lumber Company; B. Bramlage, Farmers' & Traders National bank; J. B. Cochran, Cochran Lumber Company; J. C. Dudley; T. J. Moffett, Maley, Thompson & Moffett; Stuart A. Allen, C., H. & D. R. R.; W. H. Ames, M. B. Farrin Lumber Company; M. J. Eckman, M. B. Farrin Lumber Company; G. E. Jones, M. B. Farrin Lumber Company; E. M. Koch, HARDWOOD RECORD, Chicago; R. L. Gilbert, J. W. Darling Lumber Company; B. A. Kipp, B. A. Kipp & Co.; George A. Shaw, George A. Shaw & Co.; L. T. Brunson, Wiborg-Hanna Company; George C. Ramsey, Standard Mill Work Company; A. B. Ideson, Standard Mill Work Company; J. H. Leiding; O. J. Harcourt; C. W. Bunnell, Pease Lumber Company; H. W. Brock, Pease Lumber Company; John R. King, Pease Lumber Company; Myron Banning, Leland G. Banning; A. D. McLeod, C., H. & D. R. R.; H. P. Wiborg, Wiborg-Hanna Company; C. W. Tomlinson, B. & O. Southwestern R. R.

After an eight course dinner had been enjoyed and cigars passed, a short business session was held, after which A. D. McLeod gave a most interesting talk on his recent trip to the Hoo-Hoo Annual at Portland, Ore., in which he referred to the Canadian Pacific railway and its benefits to the Northwest.

J. T. Crutchfield of the National Freight Agency gave a short talk concerning his firm, as this office has been only recently opened in Cincinnati.

C. F. Korn gave a most interesting talk on his recent trip through the quarantined districts in the South, a topic in which everyone was interested.

—MAC.

#### Difficulties of a Texas Company.

A receiver has been appointed and placed in charge of the property of the Ranger Hardwood Export Company of Big Creek, Liberty county, Tex. This company, since its inception, has been known as a Sondheimer institution, and Max Sondheimer of the E. Sondheimer Company, with headquarters at Memphis, was its president. Sam T. Swinford has been appointed assignee by the federal court. This action was taken on the allegation of creditors, who declare in their petition that the company is involved to the extent of over \$100,000. The complaint was precipitated, it is alleged, by the fact that on Aug. 22 last the Ranger Hardwood Export Company conveyed to the E. Sondheimer Company practically all the stock of manufactured lumber in its yards, valued at \$15,000, applying the proceeds upon indebtedness claimed by the E. Sondheimer Company, with the intent to prefer this company as a creditor.

The Ranger Company has been organized for only a few years, and was supposed to be a good hardwood proposition, as it had considerable holdings of timber lands along the Trinity river in Liberty and San Jacinto counties, Texas, a sawmill plant and a logging outfit. However, for some months past rumors have been rife that the quality of the timber was not turning out as good as was anticipated, and that there were internal dissensions in the company. It was originally organized by Julian Ranger of



Houston, who was vice president and treasurer. It is expected that the bankruptcy courts will clear away any financial troubles that have embarrassed the company in the past.

#### New North Michigan Hardwood Corporation.

The North Shore Lumber Company is the name of a new corporation that succeeds to the business heretofore carried on at Thompson, Mich., by Paul Johnson. It will be recalled that earlier in the year in the *HARDWOOD RECORD* was recounted the large purchase of hardwood and hemlock timber land, together with a sawmill and logging railroad, at Thompson, made by Paul Johnson of Cadillac. Since that time the mill has been entirely rebuilt, together with the railroad, and active lumber operations have been carried on. The new company takes over this property with a capitalization of \$150,000, of which \$100,000 is paid in. The incorporators are: Paul Johnson of Thompson, A. M. Chesbrough and D. D. Flanner of Toledo, O. Mr. Johnson has had a long career in Michigan hardwood and hemlock operations. Mr. Chesbrough is vice president of the National Bank of Commerce of Toledo and also has large sawmill interests at Emerson, Mich., where he operates in connection with his brother under the firm name of Chesbrough Brothers. Mr. Flanner is president of the Rib River Lumber Company of Toledo and the senior partner of the firm of Flanner & Reeves.

The officers of the company are Paul Johnson, president; D. D. Flanner, vice president; A. M. Chesbrough, secretary and treasurer. This company, both in personnel and in financial, timber and operating equipment, constitutes one of the best concerns in the state of Michigan. Its product will come forward both by car and cargo, and it will have an annual output of approximately 20,000,000 feet.

#### Extensive Purchase in Missouri.

The Holliday-Klotz Land & Lumber Company is the name of a syndicate which has recently purchased 130,000 acres of land in Wayne county, Missouri, and has also taken over the Williamsville, Greenville & St. Louis railroad, which traverses this and contiguous land for a distance of sixty miles. About 100,000 acres of this purchase contains a thick growth of oak and shell-bark of the red and white varieties, which will be cut and sold to mill men, after which the land will be sold for agricultural purposes. It is rich and well adapted for raising fruit and vegetables. The land lies along the railroad for a distance of about thirty miles, being as wide as eight miles in some places. Two hundred houses are also included in this deal, and a sort of colonization plan is being formed. The road, which now runs from Williamsville to Hiram, will be extended to the Mississippi river, making it some fifty miles longer.

The officers of the new company are: President, J. T. Long of Kansas City; vice president, G. A. Long of Fredonia, Kan.; secretary, J. W. Berry of St. Louis; treasurer, John Settle of Greenville. The same officers conduct the railroad branch of the business, with the exception of Vice President, C. A. Haymie of Williamsville holding that office.

#### Superintendent of Inspection in Wisconsin.

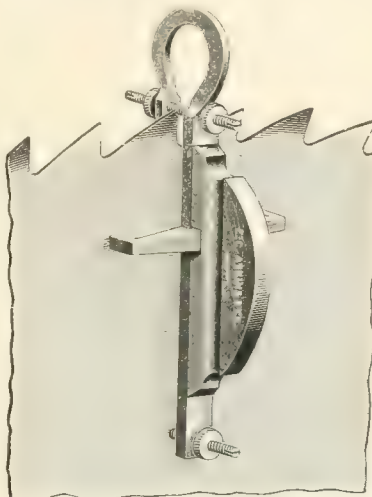
A meeting of the directors of the Wisconsin Hardwood Lumbermen's Association was held at Marshfield, Oct. 20, to consider the question of an inspection bureau for that association. There were present: E. P. Arpin, president; B. F. McMillan, director; George H. Chapman, director; A. E. Beebe, secretary. It was decided after full discussion that an inspection bureau would be a good thing for the association, provided the necessary funds could be raised. The idea is to hire a salaried inspector to visit the different mills belonging to members of the association and "line up" the local inspectors, thereby making grades uniform throughout the

state. It was estimated that the cost of this service would be from \$10 to \$12 per million feet of lumber manufactured.

The secretary was instructed to write all members of the association and ascertain how many favor this plan and are willing to stand their share of the expense. The secretary has forwarded blanks to all members in accordance with these instructions, and on the basis of these answers the inspection bureau will or will not be organized.

#### New Shingle Saw Set Gauge.

E. C. Atkins & Co., Inc., the progressive saw manufacturers of Indianapolis, who never fail to anticipate the wants of the entire saw-using world and to provide new devices of practical utility, have just put upon the market a new



A NEW SHINGLE, HEADING AND CYLINDER SAW SET GAUGE.

shingle saw set gauge, which is recommended as being the most perfect tool for accurately gauging the set of teeth in shingle head and cylinder saws ever devised. It can be quickly adjusted to any degree of pitch desired, and insures a uniform set throughout the saw. The little appliance is nickel-plated and nicely finished, and sells for seventy-five cents. The gauge is herewith illustrated.

#### New Handbook of the N. H. L. A.

The National Hardwood Lumber Association has just issued a very attractive handbook from its executive office, 617 Traction building, Indianapolis. The book contains a list of the officers and directors, the standing committees, an analysis of the purpose and achievements of the association, an explanation of the details of the inspection department, a list of the licensed inspectors with their addresses, a table of fees for inspection, the articles of incorporation, the constitution and by-laws and the list of members. It is a very concise yet complete analysis of the affairs of the National Hardwood Lumber Association, and is worthy a place in the pocket or desk of everyone interested in American hardwoods. A copy of the booklet may be obtained on application to Frank F. Fish, secretary of the association.

#### Pennsylvania Forestry Policy.

The annual report of the Pennsylvania department of forestry for 1903 and 1904 has just been published in a volume of 105 pages, with helpful and pertinent illustrations. Pennsylvania has reason to be proud of its department of forestry, which has placed that state in the very forefront in the movement to preserve and perpetuate its forests. The volume covers the concluding months of Dr. Rothrock's very energetic and fruitful administration, and the first report of the new commissioner of forests, Robert S. Conklin, who has apparently followed the broad lines laid

down by his predecessor. The forestry reserves of Pennsylvania include 550,000 acres, scattered over about twenty counties. In the aggregate they are equal in area to one good-sized county and constitute about one-sixteenth of the unimproved timber land of the state.

It is found that the new law authorizing a rebate of eighty percent in taxation on lands growing timber is having a stimulating effect on the planting of trees by private owners. The new law gives this rebate for a period of thirty-five years, on the contention that a tree is not merchandise until it is felled, and then only is it just to tax it.

#### Carolina Poplar's Deficiency in Character.

A writer in *Country Life in America* pertinently observes that fast growing trees are usually overplanted and wrongly planted. Their beauty is ordinarily of a cheap and vulgar kind. The writer justly maintains that it is a shame to plant whole avenues of Carolina poplar, for they never have a strong character. All poplars are short lived, as compared with oaks, elms, the better maples and other trees which thrive for centuries. Poplars never make venerable, majestic trees or preserve their mature beauty for even a half century. In maturity they lack character, and besides being offensive to the eye, they litter the lawns and roadways.

As young trees, Carolina poplars are particularly attractive, but the observations of the writer quoted are only too true. The only reason for the planting of Carolina poplar for shade trees or ornamental purposes along roadways is a temporary expedient. Alternately with these trees, which soon reach a considerable size and afford shade, should be planted elms, maples or any of the half dozen other trees that have some permanent value. Eventually the poplars might be removed as the slower growing trees assume sizable proportions.

#### A Giant Poplar.

Marshall Morgan of the Nashville Banner, Nashville, Tenn., kindly sent the *HARDWOOD RECORD* the photograph of the big Tennessee poplar tree, from which the accompanying half-tone engraving was made. Mr. Morgan photographed this tree on top of Ben Lomond mountain in Warren county, Tennessee, during a recent vacation trip. The tree is seven feet in diameter at



BIG TENNESSEE POPLAR.

the stump line, and while it is not of remarkable size for Tennessee poplar growth, it is of magnificent proportions and peculiar symmetry.



### Southern Growth.

The report of the Southern Railway Company is an interesting document. The statement that its net income and surplus overcharges each increased about a million dollars is truly an encouraging one, but interest in it is narrow compared with facts affecting the territory which the railway serves. Thus we learn that "along the lines of the Southern Railway Company during the year ended June 30, 1905, there were completed and put in operation 46 textile mills, 34 furniture factories, 38 iron industries, 6 tanneries, 77 stone quarries and coal mines, 13 cottonseed oil plants, 8 fertilizer works, and more than 500 smaller industries. Over 250 previously existing plants were enlarged during the year and 54 new industries were under construction at the close of the year."

And what do these dull figures mean in men and money? Every mill required capital and operatives. Captains of industry translate such facts into terms of immigration and investment which spell wealth not for the railway primarily, but for the community. Nor is this the top of the boom in the opinion of the men on the spot. The report continues: "Underlying conditions are favorable to further increase in industrial development along and adjacent to the company's lines." This is what the cotton crop is doing for the south and its railways in a yellow fever year.

The permanence of growth of this sort is its most important characteristic. All wealth comes from the soil, but it does not come equally in all years. In business, too, there are fluctuations, but with a difference. When a mill is built, when an immigrant settles, it is something like insurance of permanent addition to the resources of the district, as well as the railway. Thereafter their interests are indissoluble. The mill may make more or less money; but, like the railway, it cannot be removed. Nor do settlers upon the soil move easily. Their roots are set deeper than the forest king's. They can only prosper by finding a market for their products, and for that they are dependent upon railways. But they must get a dollar before the railways can get a share of it. It is a maxim of railway administration that no railway can prosper in the adversity of its customers, and that their prosperity must precede that of the railway. No money is made upon passengers and freight which are not carried, and no railway traffic moves unless there is profit in it for the shippers as well as for the carrier. Yet there are those in influential places who seek to antagonize these hand-in-hand interests. It is calamitous to think of the results to communities if railway enterprise is paralyzed by confiscatory or benumbing legislation. The Southern Railway and its tributary region are doing so well together that it is prudence to leave well alone, lest it be worsened by departures from tried and proved policies.

NEW YORK TIMES.

### Pacific Coast Trade in Australian Hardwoods.

Mexican, Central and South American lumber is finding a close competitor on the Pacific coast in certain beautiful and valuable woods which are being extensively imported from Australia of late. These woods are bean mahogany, rosewood, silky oak, spotted gum and ironbark. Their merits have been carefully tested by air and kiln drying, and they have not been found wanting. The three first mentioned can scarcely be surpassed for beauty of finish, and the two last named are in great demand for mechanical uses, often being substituted for oak and hickory. The spotted gum is especially heavy and durable. Austrian bean mahogany is harder than the American varieties and weighs about three and a half pounds a square foot, one inch thick. The grain is delicate and handsomely figured. Australian rosewood, while somewhat like bean mahogany, has a touch of reddish gold and markings which give it a still richer appearance.

Many handsome houses are being finished in these woods and the borders of hardwood floors are being inlaid with them. The result is said to be very satisfactory and effective.

### Miscellaneous Notes.

The loss sustained by the burning of the box factory of the Peters Box & Lumber Company at Ft. Wayne, Ind., Sept. 17, was only \$10,000 and not \$21,000 as recounted by the Indianapolis correspondent of the *HARDWOOD RECORD*. The company has already received \$4,000 insurance and expects to realize from \$2,000 to \$3,000 salvage on machinery. The loss in no wise embarrasses the Peters Box & Lumber Company.

Articles of incorporation were filed Sept. 21 by the Northern Hardwood Lumber Company of Burlington, Iowa. The corporation will carry on a manufacturing business and buy and sell land, lumber and other property. The authorized capital is \$25,000. J. L. Lane, C. J. Hand and J. W. Dixon constitute the board of directors.

The Nashville Banner gravely states that Nashville is the largest hardwood lumber market in the world. Jim Baird must have given the paper that information.

Judge S. F. Prouty of Des Moines, Iowa, leaves for Europe shortly to attempt to make a contract with the Russian government for walnut timber with which to manufacture gun stocks. He has sold considerable walnut to the Japanese recently for the same purpose.

The United Walnut Company is the name of a recently organized company at Fort Smith, Ark., which is planning the construction of a band mill with a capacity of 20,000 feet of walnut lumber daily. The investment will approximate \$100,000. J. A. Thompson of Edinburg, Ind., is president.

The Jacob Mortenson Lumber Company of Wausau, Wis., has recently purchased from the Walter Scott estate 15,000,000 feet of hardwood and hemlock timber in Langlade county, Wisconsin. The timber will be railed to Wausau for sawing.

The Hickory Handle Company of Rector, Ark., is the name of a new \$4,000 corporation, of which A. J. Sides is president.

The new plant of the Wisconsin Veneer Company at Rhinelander, Wis., is being erected with great rapidity. The big frame main structure is already nearly under roof, and the brick warehouse will be completed within thirty days. The veneer machinery is completed and will soon be shipped. The engine house of the old plant was but slightly damaged and will be utilized, with the power plant it contained. It is expected that the new institution will be ready for operation about Jan. 1.

The Baltimore Sash & Door Company's plant at Baltimore, Md., had a narrow escape from destruction by fire Sept. 25. The prompt service of the fire department confined the blaze to the shaving vault.

A new handle factory is about to be located at Allegheny, near Olean, N. Y.

William Haas & Son will remove their handle factory from Crawfordville, Ind., to Cairo, Ill., where they will produce handles for pitchforks, shovels and garden tools.

The Morrison-Miles Lumber Company of Lynchburg, Va., has purchased a tract of timber land estimated to contain 15,000,000 feet of oak, poplar and hickory. The company will either erect a mill of its own or will contract with a sawmill owner to cut the timber.

The Turner, Day & Woolworth Company of

Louisville, which has several axe handle plants in various parts of the country, has extended the option on its properties to Nov. 15 to the parties engaged in attempting to organize the consolidation of the axe handle interests of the United States. It is said the stock of the company, if its option is realized on, will go into the new deal at 150.

Henry Duncan of Alpena, Mich., has plans completed for a new pail handle machine, which it is expected will turn out 8,000 handles an hour.

The National Handle Company will erect a number of new buildings in connection with its plant at Findlay, O.

The Rockford Cabinet Company succeeds the East Rockford Mantel Company at Rockford, Ill. The change is simply in name, as the same parties will continue the enterprise.

The veneer grape basket factory of Charles A. Hall at Cherry Creek, N. Y., burned Sept. 15; loss \$4,000, insurance \$1,000.

It is alleged that Texas is having such a commercial boom that building enterprises are consuming a much larger proportion of the lumber output than ever before. Supplies of hardwoods are notably short.

The Wait-Fuller Cabinet Company is the name of a new concern at Portsmouth, O. A. J. Fuller will be actively connected with the enterprise.

Ader & Gray have purchased the timber on fourteen "forties" in the vicinity of Granite Bluff, north of Iron Mountain, Mich., together with the sawmill plant which was formerly owned by the National Hardwood Company.

The hardwood lumber product of Missouri during 1904 is estimated at 222,445,624 feet, with a value of \$3,892,798. Pemiscot county was the leader, with an output of 46,624,900 feet; New Madrid county, second, with 30,446,450; Stoddard, third, with 19,575,000, and Butler, fourth, with 18,567,000. The walnut log output was 4,936,947 feet, valued at nearly half a million dollars.

Keyes & Cole's stave and heading mill at Cumberland, Wis., has resumed operations for the remainder of the season.

The Ontonagon Stave & Veneer Company of Ontonagon, Mich., has closed a deal to supply New York and Philadelphia concerns with 19,000,000 staves. It is estimated this order will consume 5,000,000 feet of hardwood logs and take eighteen months to execute.

James S. MacDonald has commenced the erection of a new sawmill at Winhall, Vt. He has made a contract with the B. S. Gallup Lumber Company of Brattleboro to saw 12,000,000 feet of spruce and hardwood lumber. This will occupy a period of four years.

Alex. Legler of Baxley, Ga., is arranging for the development of 63,000 acres of hardwood and agricultural lands and will establish a town site at Port Alexander.

A new sawmill has lately been erected by M. Gilson and S. A. Williamson near Clipper Gap, Cal. The chief business of this mill will be the sawing and working up of oak for interior finish and furniture. The red oak of this section is said to be as good as any on the coast.

E. A. Trumbull of Grand Ledge, Mich., who recently sold his chair plant, announces that he will build a new factory 600 feet in length and four stories high, which when completed will be the largest chair factory in Michigan.

The Kentucky Hardwood Lumber Company of Wayne county, Ky., is the name of a new corporation with \$30,000 capital.

## Hardwood News.

(By *HARDWOOD RECORD* Special Correspondents.)

### Chicago.

Ira B. Bennett of San Francisco, accompanied by W. R. Birmingham, for years associated with the White & Flint California lumber interests, was in Chicago over Sunday.

J. H. Hill, Jr., formerly associated with Lewis Thompson & Co., Inc., Philadelphia, but now engaged in a southern hardwood enterprise, has been a Chicago visitor the past few days.

An important meeting of the executive com-



mittee and the ways and means committee of the National Wholesale Lumber Dealers' Association, at which delegates from twenty-five leading lumber associations and exchanges from all parts of the United States are in attendance, is in session at the Auditorium Hotel as the RECORD goes to press. This meeting is held for the purpose of perfecting an organization for pushing the suit in the car equipment case now pending before the Interstate Commerce Commission as filed by this association.

The Chicago Hardwood Lumber Exchange, in connection with the A. R. Vinnedge Lumber Company, has leased Suite 756, First National Bank Building, corner Dearborn and Monroe streets, and are removing to the new headquarters today. This joint arrangement is made to accommodate the Exchange and Carl V. Kimball, who is secretary of the Exchange and secretary and treasurer of the A. R. Vinnedge Lumber Company. The new quarters will be much handsomer and more thoroughly adapted to the needs of both concerns than the former rooms in the Fort Dearborn Building at 134 Monroe street.

### Boston.

G. A. Parker of Parker & Page is receiving congratulations from his friends upon the recovery of his wife, who underwent a severe operation two months ago.

Charles W. Leatherbee of Charles W. Leatherbee & Co. has returned from a trip through New Hampshire and Canada.

E. W. Eames, vice president of the Boston Lumber Company, Boston, has returned from a trip to Maine.

Mr. Wilson of the W. M. Ritter Lumber Company, Columbus, Ohio, has been visiting the company's Boston office and the trade in this vicinity.

The Worcester Trust Company, Worcester, Mass., has been sending the following circular to the holders of bonds of the Norcross Properties, Inc.: "You are hereby duly notified that in accordance with the stipulation embodied in a certain indenture or deed of trust, dated August 27, 1903, by and between the Norcross Properties, Incorporated, and the Worcester Safe Deposit & Trust Company, trustee, which said stipulation is recited in each and every bond, you are invited to forward to Worcester Trust Company your proposal to sell bonds of said the Norcross Properties, Incorporated.

"Your attention is called to the fact that by the terms of said stipulation those bonds which are offered at the lowest figure shall have the first preference in the matter of purchase.

"By the terms of said stipulation, fractional bond scrip may also be offered, the same rule applying to its purchase as applies to the purchaser of goods.

"There is on hand with said trustee, the Worcester Trust Company, the sum of twenty-nine thousand fifty-four and forty-seven one-hundredths dollars (\$29,054.47) applicable to the purchase and retirement of bonds as of October 1, 1905.

"Proposals to sell, to be entertained, must be received by the Worcester Trust Company on or before the close of business November 1, 1905.

-WORCESTER TRUST COMPANY, Trustee."

The venerable mill of the Ranger & Ayer Manufacturing Company in Foxcroft, Me., is doing a large business. The firm expects to use about 1,000,000 feet of basswood logs before spring.

The mill of the Bailey Lumber Company, Suncock, N. H., has been destroyed by fire, entailing a loss of \$5,000.

E. R. Estes & Sons of Hancock, Mass., have started up their new woodworking plant.

The George Emery Company of Chelsea, Mass., has just received a consignment of 3,035 mahogany logs. The shipment arrived on the steamer Chelston from Great River and Prinzapolca, Nicaragua.

Ralph B. Woodbury and Miss Alice Louise

Woodman of Cambridge were married Wednesday, Oct. 11. Mr. Woodbury is a popular young salesman for Chas. S. Wentworth & Co., 147 Milk street, Boston. After a three weeks' trip through New Hampshire they will reside in Cambridge, Mass.

The first fall meeting of the Massachusetts Wholesale Lumber Association was held at Young's Hall, Boston, Oct. 13. The attendance was small. William E. Litchfield, president of the association, has felt for some time that the members would enjoy learning more of the new corporation laws of Massachusetts. With this in mind he secured three able speakers, two of whom were members of the legislative committee which revised the laws of 1903. These speakers were Grosvenor Calkins and Robert Luce. Charles A. Adams, president of the State Board of Trade, also spoke. At this meeting W. C. B. Robbins, secretary of the association and manager of the Suncock Valley Lumber Company, was elected as a delegate to attend the convention of the National association to be held at Chicago beginning Oct. 25. W. R. Chester of W. R. Chester & Co. was re-elected a delegate to the State Board of Trade.

George Turner of Charlemont, Mass., recently added machinery to his plant to make barrels. He ships his staves from the manufacturers. A carload recently arrived from Michigan.

E. P. Brown of the Hartford Lumber Company, Hartford, Conn., has practically recovered from an operation for a growth on his foot.

The Frary Manufacturing Company, manufacturer of spools, Charlemont, Mass., is now using on an average of 600 cords of birch a year. It is interesting to know that a cord of birch makes 36,000 common silk hundred yard spools.

Word has been received here of the death of Charles Joy of St. Paul, Minn. Mr. Joy was a leading lumberman in Boston about thirty years ago.

The Kearsarge Lumber Company of Boston, Mass., and Concord, N. H., has been incorporated with a capital stock of \$100,000. Herbert P. Cook of Dorchester is president; Edward W. Foster, East Boston, treasurer and clerk; W. W. Downs, Medford; Geo. E. Rowe, Boston, and Horatio B. Emerson, Malden, constitute the board of directors.

The North Eastern Lumber Company of Boston has been incorporated with a capital of \$40,000. The incorporators are J. Boardman West, Charles E. Bailey, Robert F. Miller, H. J. Blatchford and H. C. Gifford.

Nicholas Zalinski of Beverly, Mass., has purchased the moulding mill property in that city and will operate the same.

### New York.

Local shippers of hard and soft woods from northern points via combination rail and water routes are indeed having troubles of their own this season. In addition to an embargo having been declared covering a period of several weeks owing to the congestion of shipments and canal boats, a report is current that the rail lines handling business through from that territory with water connections are planning to make a change in the tonnage basis next spring from the rate per thousand feet board measure to the hundred weight basis. The suggestion of this change is being strongly opposed by lumber shippers, and an important meeting of Canadian and Adirondack manufacturers and local wholesalers has been called to convene in this city on October 25, at which time strong opposition will be organized which it is hoped will result in the abandonment of the scheme by the railroad companies.

The annual meeting of the New York Lumber Trade Association was held in the association rooms, 18 Broadway, Wednesday, Oct. 11. The meeting was the largest in the history of this progressive organization, there being eighty odd members present. The reports rendered showed a decidedly healthy condition of affairs and that

the work of the past year had been large and important. The report of the board of trustees showed a total membership of 195.

Another important feature of the reports was the fact that the association is working in close harmony with the National Wholesalers and other representative organizations. The treasurer's report showed a balance in hand of \$1,000 more than last year.

One of the most advantageous features of the association to its members is the credit system in operation in connection with the customers of the retail dealers. Doubtless thousands of dollars have been collected by the members through this system, and it is proving a very valuable one.

The annual election resulted in the unanimous choice of the following officers: President, James S. Davis, Brooklyn; first vice president, Abner P. Bigelow, New York; second vice president, Guy Loomis, Brooklyn; treasurer, Charles F. Fischer, New York.

The resignation of Charles E. Pell, who has been treasurer of the association since its organization, was accepted with much regret, owing to his retirement from business. Charles F. Fischer, prominent hardwood retailer of Manhattan, was elected to succeed Mr. Pell.

C. O. Shepherd of the Emporium Lumber Company, 1 Madison avenue, reports that his company has decided to put in flooring, matching and boring machines at its three mills at Keating Summit, Austin and Galetton, Pa., instead of erecting an individual flooring plant. This will be a great convenience for customers of this concern, as they can then secure their hardwood flooring supplies together with lumber from any of the company's mills in mixed cars.

Orville Griffin of the Griffin Lumber Company of Sandy Mill, N. Y., was in town for several days last week in connection with the sale of a special lot of oak which his company has ready for market. He reports business as very satisfactory.

A. E. Hoffmann of the Hoffmann Bros. Company, Fort Wayne, Ind., was here looking over the trade during the fortnight.

F. A. Wilson, who so ably conducts the affairs of the selling department of the W. M. Ritter Lumber Company of Columbus, O., was in this city several days en route home from a New England trip, where he was in consultation with various representatives of the company. He expressed himself as very well satisfied with business conditions and prospects for the future.

L. T. Davidson, hardwood manufacturer of Glasgow, Ky., spent several days in town during the fortnight in the interest of business. Mr. Davidson has on hand at the present time about 2,000,000 feet of quartered white oak, one to two inches, which he is desirous of moving.

P. D. DeWitt, Philadelphia representative of the Barr & Mills Company, spent several days with Sam E. Barr of the local office of the company in the Flatiron Building recently and enjoyed himself generally around town. Mr. Barr left about the middle of the month for a trip to the Zainesville, O., office of the company.

Col. H. B. Curtin, head of the extensive hardwood operations of the Pardee & Curtin Lumber Company at Sutton, W. Va., has been spending several days in town in the interest of business.

J. P. and W. E. Uptegrove, prominent hardwood lumbermen of this city, recently suffered the loss of their father, Josiah P. Uptegrove, who passed away at Burnside, N. Y., Oct. 8, in his 81st year. Mr. Uptegrove, senior, was a retired farmer and a prominent citizen of Burnside.

Horace F. Taylor of Taylor & Crate, Buffalo, accompanied by his family, returned from Europe Oct. 13 after a two months' tour. On the same steamer was J. McLeod of the R. Laidlaw Lumber Company of Buffalo.

C. W. Manning, 66 Broad street, this city, has just returned from an extensive southern business tour.



F. Rueb of Rueb & Glachman, Rotterdam, Holland arrived in this city last week for the purpose of visiting mill points in the interest of business.

G. L. Schuyler & Co., Inc., retail lumber dealers, Manhattan, are in financial difficulty. The sheriff received an execution for \$1,434 in favor of the Rueb & Lewis Lumber Company and put a keeper in charge, but was later served with a stay of proceedings, due, it is said, to the fact that some of the stockholders had applied to the attorney general for a voluntary dissolution of the corporation and the temporary appointment of a receiver.

W. R. Butler of W. R. Butler & Co., Boston, was here recently. This company is the New England sales agent for the Emporium Lumber Company at Keating Summit, Pa.

Capt. F. B. Williams, large cypress manufacturer of Patterson, La., arrived in New York from Europe Oct. 8.

The Standard Oil Company is reported as very active in the acquisition of hard and soft wood timber lands in the North Carolina pine belt and has at the present time under consideration the purchase of a tract of 20,000,000 feet at Pamlico Sound.

Petition in bankruptcy has been filed against C. C. Lapham, doing business as N. Lapham & Co., wholesale lumber and cooperage stock, 150 Nassau street, by A. G. Bailey & Bro., Luray, Va., and other creditors, with claims aggregating \$3,700. It was alleged in the petition that he is insolvent, has transferred part of his property to certain creditors and concealed other property. Charles L. Brookheim has been appointed receiver and all the assets in sight are the office furniture. Mr. Lapham's whereabouts are unknown and it is stated that he has not been at his office but one day since early in September.

G. L. Smith, surveyor general of the National Hardwood Lumber Association, Indianapolis, Ind., has been spending several days in town during the fortnight in collaboration with the local association inspector, and reports conditions as very satisfactory in the National Association.

### Baltimore.

Hardwood dealers, members of the Baltimore Lumber Exchange, have organized a hardwood section or general committee which will look after all matters relating to the trade. The section will work with the exchange, all of its conclusions and recommendations being submitted to the managing committee for approval. At a meeting held October 10, George W. Eisenbauer was elected chairman, and David T. Carter, secretary, of the section. Various matters of interest to the trade were also discussed. Sub-committees on inspection and on railroad freight rates were also appointed, with John L. Alcock and Richard P. Buer as chairmen respectively. The committee met last Tuesday and the conclusions arrived at will be embodied in reports and submitted to the general committee at a meeting next Tuesday. Nearly all the hardwood firms in the city are enrolled on the list of members and the new section is expected to accomplish much good.

Special efforts are being made by the National Hardwood Lumber Association to extend the influence of this organization and to bring a larger number of hardwood dealers under the scope of the inspection rules adopted by it. With this end in view George L. Smith, surveyor general of the association, visited Baltimore last Monday and Tuesday, calling on various firms and explaining the operation of the rules. He secured the presence of John L. Alcock and others to submit the matter to the recently formed hardwood section of the Lumber Exchange next Tuesday for action. Mr. Smith was on a tour of the eastern cities. He had been to Buffalo, Rochester, New York and other centers, and left last Tuesday night for Pittsburg, on the way home to Indianapolis, his headquarters.

In about one week he will start on a similar trip through the southern states.

Baltimore will be represented at the meeting of the committee of representatives of the allied lumber associations named to consider the question of car equipment, which will be held next Tuesday in Chicago, by Lewis Dill of Lewis Dill & Co., president of the National Wholesale Lumber Dealers' Association; Edward P. Gill of W. D. Gill & Son and, possibly, by Norman James of N. W. James & Co. Mr. James, however, is on a trip to property recently purchased in Haywood county, and may not return in time to leave with the other delegates next Monday. Messrs. Gill and James represent the Baltimore Lumber Exchange. The committee was appointed at the midsummer meeting of the National Wholesale Lumber Dealers' Association at Ottawa and represents all of the eighteen organizations affiliated with the national body. The complaint about the refusal of the railroads to provide car equipment, which is now before the Interstate Commerce Commission, will be considered.

The Stirling-West Lumber Company has been sued in the United States court here by Gellibrand, Heyward & Co., a London firm of timber brokers, for \$5,000 on open account. Usually the amount claimed represents double the sum actually alleged to be due, so that there is at issue between the complainant and defendant a matter of \$2,500. The Stirling-West company has been doing business off and on for some time past through the London firm, and does not deny being its debtor, but contends that the firm has in its possession some lumber shipped by the company, for which no return has been made, and the allegation is set up that the firm is not entitled to a settlement without taking into account this item. It is also charged that the brokers have not looked after the interests of the company as they should have done. As a specific instance of incompetency or worse it is mentioned that the firm sold a carload of popular admittedly of good salable quality for one shilling, when the ruling price of that grade was not less than two shillings or two shillings six pence.

The entire timber holdings of the Preston Lumber & Coal Company of White Haven, Pa., have been sold to J. L. and S. A. Kendall and their associates in the Yough Manor Lumber Company of Kendall, Garrett county, Maryland. The holdings of the Preston company include not less than 24,000 acres of land, a large part of it overgrown with virgin timber. There is on the property a large sawmill of a daily capacity of 125,000 feet, another mill being in the mountains. The property also includes thirty-two miles of standard gauge road with the necessary rolling stock; the entire town of Crellin, Md. The purchase price has not been given out. It is said to be the intention of the purchasers to organize a company with a capital of \$1,000,000.

The lumber firm of Cockey & Co., Baltimore, was placed in the hands of a receiver October 14, when the Windsor Park Company filed a complaint alleging that it was a creditor to the extent of \$456.89 and that the firm was insolvent. Both allegations were assented to by Cockey & Co., and John C. Tolson was named as receiver. J. H. T. Cockey is treasurer of the company.

Among the visiting lumbermen here last week was E. S. Moss of Moss & Co., London. Mr. Moss is on a tour of the lumber sections in the United States and called at various offices here in the course of his journey. His wife accompanies him.

Moses L. Himmel, a manufacturer of office furniture and store fixtures, died October 10 rather suddenly of heart failure, brought on by acute indigestion. Mr. Himmel was born in Baltimore June 3, 1843, and has been in business about forty years. He succeeded his father as the senior member of the firm, which had been known since 1805 as M. L. Himmel & Son.

He belonged to a number of charitable societies and leaves a wife and four sons and a daughter.

A new furniture manufacturing concern has been organized under the name of the Headington-Pfeil Furniture Manufacturing Company, William Headington, formerly of Hall & Headington, furniture dealers, is president and general manager; Reuben Foster, vice president, and G. Henry Pfeil, secretary-treasurer. The company has leased a lot on Lakewood avenue and Dillon street, and will erect thereon a four-story brick building 50 by 150 feet, together with a boiler and engine house and the necessary dry kilns. The plant is to be ready for operation by January.

### Pittsburg.

J. W. Hyde, who represents the Ensign-Oskamp Lumber Company and the Georgia-Florida Mill Company, with headquarters at Tifton, Ga., spent a few days to good advantage among his Pittsburg friends last week.

Ground has been broken for the S. C. Reid Hub Factory at Warren, O., and most of the factory equipment has arrived. The plant was formerly located at Bluffton, Ind.

James H. Mason of the Mohler Lumber Company was killed at Loch Seven, W. Va., a piece of timber from the saw hitting him and crushing his skull.

The Hough Pump Company has been incorporated with a capital of \$50,000 to do business at Franklin, Pa. The directors are Walter E. and David H. Morris and John A. Hellstrom of Pittsburg and Charles N. Hough of Franklin. A plant will be erected soon.

The plant of the Enterprise Mantel & Tile Company in Wabash avenue, West End, was badly burned by fire recently. The loss is estimated at \$13,000.

The Real Estate Trust Company has secured control of the last good tract of timber in Erie county, Pennsylvania, consisting of about 3,500 trees. It is estimated that 900,000 feet of hemlock and hardwoods will be cut from the tract.

Fair & Keator report a great scarcity of cars but plenty of orders for hemlock and hardwood. Ben C. Keator, a member of the firm, is now in Chicago on business.

The Nicola Building Company has just secured the contract for twenty-five houses at Collingwood, O., to be built for employees of the Lake Shore & Michigan Southern Railway shops there. This makes a total of seventy-five houses that the Nicola Building Company has contracted for at Collingwood this season. The same company has completed 160 of the last 200 houses which it contracted to build for the Sheffield Land & Improvement Company at Lorain, O., for the employees of the National Tube Company's plant.

The American Lumber & Manufacturing Company reports trouble with the car shortage. In the hardwood department they are doing a rushing business. The trips of J. N. Woollett, manager of this department, and his assistant have brought in a fine lot of business this fall.

"Very busy" is the suggestive comment which Willson Brothers have to make regarding trade. They are rushed with orders and could handle much more lumber if they had the stock and the cars to move it.

Lewis Hurter, who formerly held an important position with a lumber firm in Chicago, is the new Pittsburg manager of the Paine Lumber Company, Ltd., Oshkosh, Wis. He succeeded W. M. Wolcott, who has been appointed to take charge of the Louisville, Cincinnati and St. Louis trade of the company and will spend considerable time on the road. The Pittsburg office is doing a rushing business in doors which architects are specifying widely. Its trade during September and October was fully 25 per cent better than one year ago.

The Cheat River Lumber Company is having a big inquiry for oak for furniture stock, most of it going to New York and Pennsylvania firms. It recently got an order for 250,000 feet of oak to be delivered in Ohio for railroad purposes, and



another order for 130,000 feet for Pennsylvania delivery. The company lately bought 500,000 feet of oak in West Virginia. It reports maple a little weak, but a very strong chestnut market and is buying all that lumber it can get.

The L. L. Satler Lumber Company reports all sorts of trouble with car shortage. Its chief difficulty is in the Northwest, where shipments for Wisconsin and Michigan are rerouted or transferred and the cars sent back home. This causes great confusion at points of delivery, for much stock is reported lost or stolen.

James I. M. Wilson & Co. are kept busy filling orders for hardwood of all grades, oak and maple leading the list. Manager I. F. Balsley of this department has been taking an enforced vacation of a few days on account of sickness.

The C. P. Caughey Lumber Company is getting out some very fine white oak timber on its tract in Washington county, Pennsylvania, which it bought last spring. Most of this is for government work, sheet piling, etc., on the Ohio and Monongahela rivers and is cut either in 10 by 12 squares or in two and three inch plank. Good white oak is very scarce, and the Caughey company is getting the benefit of conditions.

George W. Nicola of the Nicola Brothers Company is a very happy man these days. Miss Gladys Lonsdale Painter, youngest daughter of Park Painter, one of Pittsburgh's most prominent residents, will be wedded to him on October 30. Both Miss Painter and Mr. Nicola are familiar figures in Pittsburgh's wealthy social circles and a host of friends are wishing George all kinds of happiness.

F. F. Nicola, president of the Nicola Brothers Company, has returned from a four months' sojourn in Europe. E. C. Brainerd, hardwood manager of the same company, is back from a four weeks' trip through Pennsylvania, West Virginia and the South. He reports low grade hardwood fairly plenty, but first-class stuff very scarce.

R. H. Erving of Flint, Erving & Stoner is making a business trip through Wisconsin and Minnesota. J. B. Flint of the same company will be one of the party of the Merchants' & Manufacturers' Association of Pittsburgh, which will make an extended tour of Central Pennsylvania in the interests of the Pittsburgh trade.

Local lumber dealers were more or less interested in the talks which H. M. Melchers of Pittsburgh lately made to the members of a leading club on the subject of "The Tariff and Our Forests" and "The Injury Caused by the Duty on Canadian Lumber." Mr. Melchers claimed that the United States government, by imposing a tax of \$2 per thousand on Canadian lumber, had injured the lumber business in this country because the Canadian government had retaliated by placing an embargo on the exportation of logs to the United States. Before this tax was imposed, he said, large rafts were towed from Ontario to Michigan and converted into lumber there, but since then these mills have been dismantled and the country has lost hundreds of thousands of dollars that would otherwise have been paid for labor.

The Milliken-Bradley Lumber Company, Allegheny, Pa., is one of the latest concerns in the business and is getting well established. J. E. Milliken was formerly identified with the interests of the Union Supply Company, Allegheny. His partner is H. W. Bradley, an experienced lumberman. The firm has ample room for the storage of lumber and shedding to carry a large stock of millwork, which will be its specialty.

A very interesting experiment in lumber is that recently made by Frank Thornburg, whose suburb of Thornburg just outside of Pittsburgh is in point of architectural beauty a rival of any outlying high-class residence district in the country. In several of the suburban homes he has built lately he has used yellow pine instead of hardwood for finishing. First he tried it in the green shade, but latterly he has stuck to the rich brown color which gives the finest lus-

ter. He simply stains the pine to give it a darker shade and after it is dry rubs it off with cotton waste. Two coats of varnish complete the task and leave the finish with the natural grain of the pine standing out clear, as no imitation of a hardwood grain is attempted. Other dealers are taking to the practice also and report excellent results.

The Kendall Lumber Company, formed with a capital of \$1,000,000 to take over the 24,000 acres formerly owned by the Preston Lumber & Coal Company of Wilkesbarre, will take formal possession of the tract Nov. 1, although it is already handling some of the shipments from there. The mill on the Maryland tract is one of the finest in that section, having a band saw on one side and a circular saw on the other. To accommodate the rush of business that will inevitably follow this purchase, the company has taken two additional large office rooms in the House Building, Pittsburg, making a suite of five offices.

J. C. Linehan of the Linehan Lumber Company recently spent two weeks along the lakes. He reports business excellent and says many retailers have a tendency to stock up a little with hardwoods in spite of the fact that the inventory season is near by. The firm is shipping considerable chestnut on contracts and is also marketing quite an amount of red birch which they get from Virginia and the Adirondacks and which brings big money.

### Buffalo.

Some of the Buffalo hardwood dealers are creditors of the Buffalo Veneer Panel Company which has just been forced into bankruptcy. This is the company organized by J. F. Stengel not long ago. It has a mill at Main street and Hietel avenue. Most of the claims are held outside. H. E. Roberts of Pennsylvania has been made receiver. The company has liabilities of \$28,000 and has furnished a schedule of \$27,000 assets.

B. F. Jackson of the Haines Lumber Company, who was so seriously injured lately by being run over, is doing well and will be out of the hospital soon.

The new fire insurance company organized in the main by M. S. Tremaine, who is to be its president, will be ready for full announcement in a few days.

The reorganization of the Buffalo Maple Flooring Company proceeds slowly, but is likely to be completed, at least so far as the satisfying of the smaller creditors is concerned, before long. It is said that no very exact plan of procedure has been perfected by the larger creditors. James A. White is giving it his whole time now.

The prospective raising of the southwestern quarantine sends F. W. Vetter that way at once. He will proceed to pick up the thread of business which has not been allowed to ravel much. The new mill is not to be built at Empire.

Scatcherd & Son are also looking to the Southwest for a chance to increase operations. Logs are waiting for the Memphis mills in Mississippi and more timber is to be bought.

A. Miller sticks pretty close to West Virginia for most of his best hardwoods and has not been troubled by the quarantine. He will get enough oak, ash, poplar, chestnut and the like to keep the yard full.

A. W. Kreinbender has not gone South yet, but is getting ready. He wants the leaves off the trees when he gets there, so that he can make some estimates on the timber he is after.

The Buffalo Hardwood Lumber Company is still crowding the Ohio river with the oak-laden barges it is sending this way from Mississippi. J. B. Wall has recovered from his late fall.

In his effort to cover the country from the office direct, using the mail for messenger, O. E. Yeager succeeds in getting all the hardwood lumber he needs, and he is doing a fine business without further outlay.

Taylor & Crate are still among the few who

were able to operate their southwestern mill without much delay on account of the quarantine. Lake hardwood has not been received largely, but a big southern stock has been.

With plenty of plain oak and a stock of mahogany to supplement a full assortment of cherry, not to mention other hardwoods, I. N. Stewart & Bro. are finding trade very satisfactory.

Angus McLean is still giving much of his time to the lower St. Lawrence spruce and cedar interests of the Hugh McLean Company. As the stock is in demand for export and at home also, the trade will be good.

G. Elias & Bro. are among the rather few dealers who are able to add to their southern pine connections. They will receive considerable of this stock yet this fall, both by rail and canal.

### Saginaw Valley.

The feature of local interest is the scarcity of cars. The business is here, the trade wants the lumber, but the railroads are unable to furnish the transportation. Hundreds of cars are wanted and dealers and manufacturers of hardwood products are going to be badly cramped during the winter. W. D. Young & Co. were 104 cars short Monday, and other firms are in the same boat. The famine appears to be more acute than it was last year, despite the large number of cars built during the year. This is also likely to affect the log hauling business. A couple of hundred or more cars loaded with hardwood are brought down every day from the Mackinaw division of the Michigan Central, and should these cars be diverted elsewhere it would cripple the industry of the valley.

The Wylie & Buell Lumber Company, which purchased the Hall sawmill in Bay City eighteen months ago and 23,000 acres of land in the vicinity of Haakwood, and has been operating the sawmill steadily since, has sold its entire Bay City interest, sawmill, lumber, unsold wood, etc., to the Kneeland, Buell & Bigelow Company, which was organized to take over the property. The Wylie & Buell Lumber Company will continue to lumber its lands, and will sell a stipulated quantity of logs every year to the new company. The company also has contracts to furnish a stipulated quantity of logs to Bliss & Van Auken and other parties. Frank Buell owns 80,000,000 feet of timber which goes into the new concern and will be lumbered and cut at the mill. The company also owns timber, and altogether it has a cut of 20,000,000 feet in sight for fifteen years. The mill is a double band with a capacity of 100,000 feet every ten hours, and will be operated continuously. Charles A. Bigelow, secretary and treasurer of the Kneeland-Bigelow Company of Bay City, will be the manager of the Kneeland, Buell & Bigelow Company. The logging for the two mills will be in charge of Frank Buell, who is now operating seven camps and has a steam skidder and loader in active operation.

J. J. Flood will start his sawmill at Bay City about Nov. 15, cutting hardwood logs received from W. D. Young & Co., and expects to continue operations all winter.

The Hay-McCormick Lumber Company has picked up quite a lot of ash during the summer, which has been handled at the yard in Saginaw.

The Briggs & Cooper Company, Ltd., of Saginaw is handling about 25,000,000 feet of lumber this season. A considerable quantity of southern oak is bought by the company and handled direct to the customers of the company in the East.

The J. T. Wylie & Co. and Jackson & Wylie, operating three large stave, hoop and heading mills, will put in a lot of basswood and elm during the winter. The trade in these commodities, which has been extremely dull during the year to date, is picking up some.

Salling, Hanson & Co. will cut about 12,000,000 feet of logs for stock for the Kerry & Hanson Flooring Company's plant at Grayling, and



as much more for a flooring concern in Detroit which the Salling & Hanson people stock.

#### Grand Rapids.

James F. McSwain is no longer with the Hackley Phelps Burned Company. Mr. McSwain is an old-timer in the lumber business of this city.

Charles A. Phelps is in Hackley, Wis., on business.

A. Gibbs of Gibbs & Hall will again operate the mill at Mayfield belonging to Mrs. J. F. Gibbs and will make a large cut there this season.

Charles M. Ayer, dealer in hardwoods and hemlock, is confined at home for a few days as the result of injuries received in a street car accident.

Millwrights are becoming scarce in Michigan as the result of the moving of the zone of manufacturing operations to the South and West.

E. H. Foote of the Grand Rapids Chair Company, who is largely responsible for the building up of that successful concern, is now the president of the Imperial Furniture Company, manufacturers of tables and sectional bookcases.

President George Engel of the Engel Lumber Company expects to go to Engelwood, La., where the company is building a railroad and installing a sawmill, early next month. A postoffice was established there recently and it is thought the yellow fever quarantine will soon be raised.

The main office of the J. F. Quigley Lumber & Land Company has been removed from the Michigan Trust Building to the yards.

#### Milwaukee.

The Page & Landeck Lumber Company of this city has just completed a new logging road running six miles east of its mill at Crandon, Wis., and is preparing for a busy season. The company will put in a larger stock this fall than ever before and expects to log 15,000,000 feet during the winter.

C. A. Beck of C. A. Beck & Son reports a strong demand for maple flooring due to the extensive building throughout the country. Practically all that can be obtained is being taken in this city at an advance on No. 1 stock of \$2, with the prospect of another raise before the season is over.

"Stock is being sold by us as fast as it can be turned out," said Charles Tegge of the Tegge Lumber Company, "and it may be some time before we are able to replenish our yards and get in position to fill orders as rapidly as they come in. We have a number of large contracts and rush orders which are yet to be filled, but by working to our full capacity we expect to get through the season without complications."

J. R. Donovan, president of the Gulf States Lumber Company, was in the city during the past few days. The offices of the company were formerly in New Orleans, but were moved to Chicago about the time yellow fever became manifest. This company is an extensive dealer in cypress, and Mr. Donovan says that there is a strong demand for that commodity.

W. J. Glascock of the Glascock Bros. Manufacturing Company, novelty manufacturer of Muncie, Ind., spent several days in the city recently and as a result he may become a purchaser in this market. He requires large quantities of hardwood for the manufacture of toys and because he can buy cheaper in Milwaukee than in the vicinity of his factory, even when freight rates are taken into account. He is understood to have negotiations on and may make a contract within a short time.

Adjusters have completed their work at the scene of the recent fire at Rhinelander, Wis., where a stock of over \$150,000 was sustained by the Brown Bros. Lumber Company and the Robert Lumber Company. A considerable portion of the stock consumed was hardwood.

#### Bristol.

E. H. Downman, president, and J. R. Fletcher, secretary and treasurer, of the Bradley Lumber

Company of Elizabethton, Tenn., were in Bristol last week. The Bradley Lumber Company is beginning more extensive operations.

J. H. Bryan, president of the Bryan Lumber Company, has returned from a trip in the interest of his company.

Fred W. Hughes, resident manager for Price & Heald, Baltimore exporters, has returned from a trip to the East. Mr. Hughes reports a very profitable visit, and a good condition of the company's large business in that region.

J. A. Wilkinson versus the Old Dominion Steamship Company and the Norfolk & Western Railway Company jointly is the style of an important suit now pending in the Court of Law and Chancery at Norfolk, Va., which involves vital questions to lumbermen and shippers generally in Virginia and elsewhere. Mr. Wilkinson, a large wholesale lumber dealer of Bristol, shipped a car of very valuable hardwood stock to a customer in New York on July 30, at an advantageous price, the market on the stock at that time being high. The car was regularly shipped out and the bills of lading of the two transportation companies jointly taken for the delivery of the car in New York. The car did not reach the purchaser until three months after it was shipped, and the price had been materially lowered, and the customer had been forced to make the purchase elsewhere. Mr. Wilkinson found that he was out \$500 on the car and immediately brought suit through his attorneys against the transportation companies jointly, alleging that by their culpable negligence and delay the car did not reach its destination in a "reasonable time." The jury decided that Mr. Wilkinson was duly entitled to damages as sued for, and appraised his loss at \$500. On a motion for a new trial by the attorneys of the defendant corporations the trial judge held that a little more evidence on the amount of damages was necessary, and it was so ordered, leaving the case in this attitude. The defendants claim that the delay was not unreasonable and that owing to the rush of business, transferring, etc., it could not be handled sooner, and that there was no stipulated time for its delivery on their part. Here arises a question of precedent which seems to be without the light of previous adjudication in the state, and the defendants are determined to test the efficacy of the lower court's holdings in the premises in the Supreme Court of Appeals of Virginia, and, with this end in view and of making a test case, have employed a long array of the most brilliant barristers in Virginia and will make a strong fight to sustain their contentions in the matter before the appellate tribunal.

Col. C. P. Toncray of Elizabethton, Tenn., has been appointed receiver for the Boston Iron & Timber Company in a bill filed at Elizabethton by George K. Hamble of New York, William Spaulding of Boston and others, stockholders of the company, praying for its dissolution. The assets of the company amount to about \$20,000 while the liabilities will amount to about \$60,000. The company was incorporated in Tennessee several years ago by Colonel Toncray and eastern parties for the purpose of dealing in timber lands in Carter county and other parts of east Tennessee, but has been a financial failure. The company recently sold the greater part of its timber land holdings, including a \$35,000 tract, to the R. E. Wood Lumber Company of Baltimore, which reduced the assets and liabilities correspondingly.

The schooner "William Marshall" left Richmond October 18 for St. Johns, N. B., with a cargo of 200,000 feet of some of the finest specimens of oak ever shipped out of Virginia.

T. H. Carrier of the Adventure Lumber Company, Watauga, Tenn., and J. W. Tarman of the Luppert Lumber Company of Butler, Tenn., were in Bristol on business last week.

#### Cincinnati.

R. H. Downman of New Orleans called on the local trade the middle of this month. He was

en route from New York to Louisiana, where he has several large cypress plants. Mr. Downman reported the cypress trade in a highly flourishing condition.

Walter J. Sharp, connected with a prominent exporting firm of Liverpool, England, was a visitor here during the last fortnight. He will visit all the important hardwood centers before leaving the country.

I. M. Asher, Cincinnati representative of the Nicola, Stone & Meyers Company of Cleveland, has returned from a buying trip through Tennessee.

Cincinnati hardwood lumbermen are vitally interested in the charges of discrimination against local shippers by the Cincinnati Southern railroad. A committee of business men, the lumber industry being represented by T. J. Moffett of the Maley, Thompson & Moffett Company and W. A. Bennett of Bennett & Witte, has appealed to the C., N. O. & T. P. R. R., the lessee company of the southern road, to modify rates. It is declared that rates from here to Chicago and St. Louis are double those from Chattanooga here, although the distances are about equal. The board of trustees of the C., N. O. & T. P. have taken the charges under advisement and in the meantime business interests will request a general revision of rates through the Receivers' and Shippers' Association.

The Wiborg-Hanna Company has opened a downtown office in the Fosdick building on Fourth street, near Walnut. The company's plant is located in Fairmount, a suburb of Cincinnati.

J. S. Buchanan of the Buchanan Lumber Company of Cairo, Ill., and Richard Turpin of Toledo, O., were here on business missions the middle part of the month.

Leland G. Banning has returned from a trip to New York and other eastern markets.

The Cincinnati Furniture Manufacturers' Association at the last meeting admitted Charles F. Shiels & Co. to membership. Many other hardwood firms belong to the association.

The C. W. Sowles Lumber Company, located in the Thomas building, made an assignment on Oct. 14, to H. B. Stanberry, Jr. The assets were given as \$1,500 with liabilities \$5,600. Losses on contracts with mills and contractors was given as the cause of the failure. C. W. Sowles was president of the company, and W. H. Crowder secretary. The concern had been in business here for a number of years.

The Kennedy-Ferguson Company which was incorporated the early part of the month, will build kilns on Summer street, near Gest. It is their intention to dry kiln lumber for the trade. This will be a new venture in Cincinnati.

An involuntary petition in bankruptcy was filed in the United States Court at Covington, Ky., Oct. 16, against John S. Calles and E. K. Calles & Co., manufacturers of lumber at Flat Lick, Knox county, Ky. The plaintiffs allege an indebtedness of over \$1,400.

T. J. Moffett, president of the Business Men's Club and a member of the hardwood firm of Maley, Thompson & Moffett, has been elected a director of the Third National Bank.

#### Chattanooga.

The Acme Box Company, manufacturer of lock corner boxes, recently purchased the plant of Taylor & Crate on the Tennessee river, the consideration being about \$18,000. G. E. Bailey, manager of Taylor & Crate, will remove to Buffalo, the headquarters of the concern. The machinery of the Acme Box Company will be removed to the newly acquired property and it will then be the largest plant of the kind in the South. The officers are: Garnett Andrews, president; C. B. Watt, vice president; S. R. Miller, secretary, and O. B. Andrews, general manager. The concern recently amended its charter increasing its capital from \$10,000 to \$25,000.



Stoker Bros. of Saginaw, Mich., who removed to this city recently, have commenced the erection of a plant for the manufacture of logging tools. This will be the only concern of the kind in this section. The plant will cost about \$25,000.

The Lookout Planing Mills of this city recently erected an addition to its plant on Montgomery avenue, 16x64 feet in dimensions, adding 2,000 feet of floor space. The improvements cost about \$1,500. W. P. McBroom is general manager of the concern.

The Goodstock Dimension Company of Crab Orchard has made an assignment. The assets of the company are rated at \$100,000, while the liabilities are only about \$15,000. Cashier Mitchell of the Crossville Bank, Crossville, Tenn., has been appointed assignee. R. W. Powell of Crossville is president and general manager of the concern. A reorganization will be perfected and operations will be resumed in a few weeks.

The Williams & Voris Lumber Company has just completed the construction of a new switch in the lumber yards on the Chickamauga car line. The track is 700 feet long and projects from the Belt railway. The new addition gives the company more than 2,000 feet of spur tracks in the yards, increasing facilities for handling orders promptly.

The Hays-Henderson Saw & Supply Company, whose plant has recently been completed on Montgomery avenue, has commenced the manufacture of high-grade circular saws, machine knives, molding bits, etc. The company will also handle all kinds of mill supplies. W. P. Hays, president and general manager of the concern, has had twenty-one years' experience in the business. R. B. Henderson, vice president and treasurer, is one of Chattanooga's most successful business men.

Walter J. Peake, formerly state senator from this county, has assumed control of the East Tennessee Manufacturing Company of this city, manufacturer of pine lumber and hardwoods. Mr. Peake took the place of his father, C. S. Peake, deceased.

F. W. Blair of the F. W. Blair sawmill took a trip to Dalton, Ga., on business recently.

W. A. Bennett of Bennett & Witte, Cincinnati, O., is among the visitors here this week.

Ferd Brenner of the Ferd Brenner Lumber Company has recently returned from Norfolk, Va., where he inspected his branch yards and planing mill at that point.

William Fowler of the Case Lumber Company returned a few days ago from Birmingham, where the Fowler-Personett Lumber Company, of which he is president, is now in operation. M. M. Erb, vice president of this company, is in Chicago on business. He will visit the East and return in about a month.

### St. Louis.

W. A. Bonsack of the Bonsack Lumber Company is a great believer in unique and attractive methods of appealing to the trade, and is always getting up something that catches the eye and tickles the fancy of the reader. His latest effort in this direction has a poetical setting and will certainly arrest the attention of all who catch a glimpse of the headline.

The Waldstein Lumber Company is putting in some choice assortments of hardwoods and is making ready for a good fall and winter trade. Franz Waldstein, head of the concern, feels confident of a brisk demand this season and is making arrangements accordingly. Alex Bohn, the company's northern representative, is now making an extensive tour of that section of the country.

The office of E. P. Southgate, deputy inspector at St. Louis for the National Hardwood Lumber Association, is now located at his home, 807A North Garrison avenue. He is being kept pretty busy and reports the volume of his work as growing steadily.

### Nashville.

Hugh C. Card of Nashville, formerly president and manager of the Southern Hardwood Company, and now a member of the John M. Smith Lumber Company, has organized the H. C. Card Lumber Company at Laurel, Miss. At that point are the Kingston Lumber Company and Eastman-Gardner Company, dealers in pine, but who have also extensive hardwood holdings. The new company will handle the hardwoods in that section, of which there is a large amount. Associated with Mr. Card in the new enterprise will be F. W. Pettibone, also a member of the John M. Smith Company, and likewise of the Kingston Lumber Company. Mr. Card leaves for the East this week to secure machinery for the new plant.

F. E. Longwell, head of the purchasing department of the National Casket Company, Hoboken, N. J., was in Nashville recently. He is making one of his periodical rounds of the company's various plants, visiting the buyers under him.

J. L. Strickland, general manager of the Planters' Lumber Company of Greenville, Miss., has returned home after a short stay in Nashville. Mrs. Strickland remained in Nashville several weeks on account of the yellow fever in the South.

A. L. Hayes of the A. L. Hayes Stave Company has been appointed chairman of a joint committee from the Chamber of Commerce, Retail Merchants' Association and Cumberland River Commission for the purpose of securing funds with which to prosecute the collection of data relating to Cumberland river commerce. The rivers and harbors committee of congress has decided to discontinue the work on the Cumberland unless it can be shown that such work is necessary. The committee has engaged experts to collect and tabulate data to show the necessity of continuing this work. This data is to be presented to the rivers and harbors committee by Major H. C. Newcomer, United States engineer. Mr. Hayes has sent a circular letter to lumbermen and business men of Nashville and the Cumberland river valley asking their support.

Citizens of Nashville and lumbermen in particular are rejoiced over the recent declarations of President Stuyvesant Fish of the Illinois Central and Judge Alex P. Humphreys, general counsel of the Southern Railway. At a banquet given them at the Maxwell House Thursday night both stated that their roads had acquired the Tennessee Central. The Illinois Central takes the western division from Hopkinsville to Nashville and the Southern acquires the eastern division from Nashville to Harriman. Illinois Central and Southern Railway trains will shortly be running into Nashville. The eastern division of the Tennessee Central goes through a finely timbered region, and a big system like the Southern is expected to develop it extensively. In Nashville the two new roads are to spend \$2,000,000 in terminal facilities, and lumber and crosstie people are expecting to get their share of the money. The coming of the Illinois Central and Southern Railway systems to Nashville is regarded as the greatest thing commercially that ever happened for Nashville.

The new furniture factory which has been secured for Clarksville, Tenn., will be in operation by January 1. The company is capitalized at \$25,000. The incorporators are: Jacob Zaph, B. H. Owen, T. E. McReynolds, F. N. Smith and Matt Grocey. Mr. Zaph comes to Clarksville from Lawrenceburg, Ind. The plant will employ seventy-five men and will furnish a fine local market for timber.

Charles P. Toncray of Elizabethton, Tenn., has been appointed receiver of the Boston Iron & Timber Company. The company is not liquidating because of financial troubles but because two of the largest stockholders have brought suit for its dissolution, George K. Hamble of New York and William Spaulding of Boston.

Lee Broswell, formerly in the lumber business in Nashville, was shot and killed recently in a pistol duel in St. Louis. He was a nephew of A. F. Broswell, buyer for Lieberman, Loveman & O'Brien.

M. D. Stone, the wealthy lumberman of Jamestown, N. Y., who was shot and killed by a friend while hunting last week, was formerly in business in Nashville, being interested in the Union Lumber Company. He sold his interest in the Nashville company and then went into the Huntsville Lumber Company at Huntsville, Ala. He had many friends here.

The city engineering department has just completed an official survey of the Nashville wharf with a view of placing the new wharf boat there for business. This acquisition will greatly facilitate the loading and unloading of lumber, etc.

Kentucky boasts of a chestnut tree decidedly out of the ordinary. It is said when other trees are yielding their crop of burrs in the fall this chestnut is blooming and when the regular crop is gone this tree is covered with young burrs. The frost invariably kills them, however. The tree is now in bloom and at the same time is full of opening burrs. It is located on the A. B. Lewis farm near Bowling Green.

The secretary of state has granted a charter to the Cumberland Furniture Manufacturing Company of Knox county. The capital stock is \$25,000, and the incorporators are: H. L. Robertson, J. C. Sterchi, M. M. Wilson, J. W. Crudginton and R. P. Gentry.

The Acme Box Company of Chattanooga has amended its charter, increasing its capital stock from \$10,000 to \$25,000.

McDonald Bros. of Columbus, O., have closed a deal for a large tract of timber lands in Blount county, Tennessee. A sawmill will be erected at once. Seven hundred men will be employed.

Andy Ishmael of Buck's Mill, Lincoln county, was killed last week while hauling logs. A log rolled off the wagon on him. His son could not remove it and went some distance to get help. The unfortunate man lived only two hours after help came.

The Case Lumber Company of Indiana has filed a copy of its charter with the secretary of state.

Lexington, Tenn., reports a big building boom and lumbermen there are very busy.

Trenton, Tenn., reports a large number of fine oak logs being shipped from that point.

### Memphis.

Norman A. Wright, representing C. Leary & Co. of London, is in Memphis, the guest of Russe & Burgess, who are represented in London by the Leary company. Mr. Wright landed about a month ago and arrived in Memphis a few days since, having visited New York, Philadelphia, Baltimore, Norfolk, Nashville, Knoxville and Chattanooga. He will remain here some days longer and will be in this country several weeks before sailing. Regarding the consignment evil he talked quite frankly and freely, saying among other things:

"C. Leary & Co. have never had anything whatever to do with the consignment business, being bitterly opposed thereto. Furthermore, this company is doing everything in its power to reduce this practice because of the depression caused in the foreign market thereby, and because of the almost complete impossibility of doing a firm contract business when the market is flooded with consignment lumber that can be picked up at a much more favorable price than that which is handled under regular and businesslike conditions. Other large firms there which adhere strictly to firm contract methods also oppose this practice. This evil has assumed considerable proportions and it is not apparently lessening any, owing to the fact that new brokers are frequently springing up without any visible means of securing business beyond the soliciting of consignments. These brokers are to be blamed to a considerable extent for the practice and for the misrepresentations which are made by their representatives in this country. But it should in all fairness be borne in mind that these brok-



ers could not get the consignments if it were not that American manufacturers without knowledge of foreign business conditions are so easily led into the making of consignments.

"There is not enough known, either, regarding the amount of stock needed to supply the foreign market, and missionary work along this line would undoubtedly curb the consignment evil to some extent. From the way lumber has come in to Liverpool on a consignment basis recently one would think that there was no end to the consumptive capacity of the country dependent upon Liverpool for supplies of American and other hardwoods. If manufacturers, big and little, knew what was on the other side and what was needed, I think such knowledge would prove a restraining factor in the making of shipments to Liverpool and other foreign centers of distribution.

"There is a very large supply of lumber on the other side now, much of which represents consigned stock, and there is no prospect of early improvement. Conditions obtaining there are in striking contrast with those prevailing in the United States and the depression is all the more regrettable in view of the fact that the market was shaping for better conditions generally when the recent heavy consignments arrived in Liverpool by the Irak."

Walter J. Sharp, representing Churchill & Sim of Liverpool and London has been here within the past fortnight, though spending comparatively little time in this center. He asserts that Churchill & Sim are not interested in soliciting consignments of lumber and that his trip has nothing to do with anything of this kind, but is for the purpose of visiting patrons of the firm and looking after its interests generally with a view to increasing the business done in the States.

A decided change is noted in the location of a number of prominent firms in this city. The E. Sondheimer Company, the W. E. Smith Lumber Company and the Three States Lumber Company have removed from their previous quarters and are now comfortably ensconced in the handsome Tennessee Trust Building on Madison street. This makes about eight lumber firms in this building. The Bacon-Nolan Hardwood Company, which was located in the Randolph Building, has removed to the Memphis Trust Company Building on Main street. The Arthur Lumber Company has removed from the Randolph Building to the offices of the Arthur Hardwood Flooring Company in North Memphis, of which L. P. Arthur of the Arthur Lumber Company is general manager. Thompson & McClure have fallen heir to the office vacated by the Arthur Lumber Company, thus giving this concern two rooms instead of one. Changes recently made in the office force of the company necessitated this increase in office room.

The Standard Box Company has received its charter and has perfected organization by the election of the following officers: R. Donoho, president and general manager; Henry Loeb, vice president; J. E. Scott, secretary, and J. C. James, treasurer. The company was recently incorporated with a capital stock of \$50,000 and will manufacture shipping cases for bottles and bottled goods, together with other standard packages. It will select a site on the belt line railroad in North Memphis and will begin business as soon as the plant is ready for operation, giving employment to about 100 persons. Among the stockholders are such well-known box men as C. J. Tully and S. B. Anderson of the Anderson-Tully Company, box manufacturers of Memphis, Tenn., and Vicksburg, Miss.

Application has been filed here for a charter for the Shoemaker Land & Log Company, capitalized at \$25,000. It will carry on a general real estate and lumber business. The incorporators are: W. H. Russe of Russe & Burgess, George D. Burgess of the same firm, W. M. Shoemaker, Hans Johansson and E. E. Sweet.

The American Hoe & Fork Company, which recently decided to erect a plant in this city for the manufacture of its products for the southern, southwestern and export trade, has secured title to about eleven acres of land in South Memphis at a cost of approximately \$63,000. The plant of the company has been about completed and is now in partial operation. It will use large quantities of hardwood lumber in the manufac-

ture of handles for its output, and in making cases for shipment. It is, with the exception of the American Car & Foundry plant, the largest woodworking industry in the city. Employment is given to about 250 persons.

Export interests here are giving publicity to a letter recently received from a Rotterdam (Holland) firm soliciting consignments of lumber on a very large scale. The letter, which is a circular one, written under date of Sept. 22, states that the company is in position to handle business for American lumbermen on either a consignment basis or as selling agents, owing to its familiarity with conditions obtaining in Holland, Belgium and the Rhine districts of Germany. The wholesale character of its proposed operations may be gathered from a perusal of the following items which it desires to handle: Long and short leaf yellow pine, North Carolina pine, cottonwood, poplar, walnut, satin walnut, oak, ash, hickory, mahogany, cypress, birch, oak staves, hickory, hammer and other handles, turpentine, rosin, dyewoods and wood extracts. The letter has attracted considerable unfavorable comment in export circles here.

The sawmill of J. C. Burchard & Son at Only, Tenn., burned recently. The fire is thought to have been caused from sparks from the engine room. The loss was complete, there being no insurance. Plans regarding rebuilding have not yet been announced.

The raising of the quarantines is receiving considerable attention at the hands of all business men of this city. There has not yet been a killing frost and the indications now are that, while there may be some relaxation in the regulations affecting this city, there will be no lifting of the quarantine until the appearance of a good heavy frost. There has been some modification of regulations in the northern part of Mississippi, a number of guards having been relieved, but there is nothing to suggest that quarantines in that state will be sufficiently modified to permit of free movement of lumber and lumbermen therein until the weather is cold enough to make that state wholly safe from yellow fever. Lumbermen expect a decided increase in the movement of lumber as soon as the quarantine is lifted.

Max Sondheimer, as chairman of the committee appointed some time ago to raise funds to defray the expense of the program for the trades jubilee to be given in celebration of the removal of the quarantine here, has given a great deal of time to this work. The committee, however, decided yesterday to postpone the celebration indefinitely since the quarantine will probably not be raised until the weather is too cold to carry out the program contemplated.

A. N. Thompson of Thompson & McClure and vice president of the Lumbermen's Club of Memphis returned several days ago from an extensive western trip.

The National Lumber Exporters' Association, it is learned here from an official source, has declared itself strongly against the Esch-Townsend bill which the grain interests of the Northwest are strongly backing and which will be the subject of action at Chicago within the next few days with a view to securing as much endorsement as possible. On the other hand, it has placed itself strongly on record as favoring the plan of Judge Peter S. Grosscup of the United States Circuit Court of Appeals. The association will likely have a representative at the Chicago convention, though this is not altogether certain. The action of the association with reference to this problem was taken upon recommendation of Elliott Lang of Memphis, secretary and traffic manager of the association, who is an old, experienced railroad man, and who studied the question thoroughly previous to making this recommendation.

#### New Orleans.

Everybody just now is watching the quarantine situation and wishing for frost in order that there may be a general abolishment of re-

strictions. Recent cold weather, bringing frost to some towns in Louisiana and Mississippi, has resulted in bettering quarantine conditions somewhat, but travel is still impossible except in a limited way. Some of the towns have raised their restrictions entirely and, as a result, there are more visiting lumbermen in the city this week than there have been here during any month since July. This applies especially to cypress manufacturers who have been bottled up at their mills, or who have been spending their vacations elsewhere and are now returning home.

Those better conditions are especially welcomed by the Southern Cypress Manufacturers' Association, which has not yet completed all details of its organization. It was expected that the committees which had been appointed at the last meeting would be ready to report at the meeting which had been called for October, but when October came it was found that none of the committees had been able to get together. It was therefore necessary to postpone the meeting of the association until November 22. It is expected that within a few days the committees on inspection and grades and the forming of a price list will meet and formulate a report, and that the other less important committees will also get together.

Frederick Wilbert, president of A. Wilbert's Sons Lumber & Shingle Company, Plaquemine, La., and of the Southern Cypress Manufacturers' Association, is in the city.

Captain John Dibert, of Dibert, Stark & Brown; Litcher & Moore Cypress Lumber Company and president of the Southern Cypress Lumber Selling Company, has returned to New Orleans after a three months' sojourn in the West.

A. T. Gerrans, St. Louis Cypress Company, Houma, La., is in New Orleans for the first time in three months.

John A. Bruce, Owl Bayou Cypress Company, Strader, La., has returned to New Orleans after spending the summer in Cincinnati.

A. H. Winchester, Buckhannon, W. Va., passed through the city during the week on his way home, after spending the summer with his son, Charles A. Winchester, at the latter's mill at Rosa, La.

George W. Dodge, Napoleon Cypress Company, Napoleonville, La., has gone to Wisconsin on a short business trip.

Pearl Wight, Woodward, Wight & Co., has recently written to friends here telling of having been ill during his stay in the East. However, Mr. Wight hopes to reach New Orleans in time to take part in the reception to President Roosevelt on Oct. 26. Mr. Wight is on the executive committee which has had general supervision of all arrangements.

C. B. Steinbrugge and P. J. Adam of Adam & Steinbrugge of this city are reported to be in Jacksonville, Fla., completing their business circle of the lower Atlantic ports in the interest of their export department. H. B. Turner, in charge of the office during their absence, expects to resume his position as hardwood buyer in the interior within the next few weeks.

J. M. Saunders, Russe & Burgess, is again at the office of the firm in the Hennen Building after a trip to Mississippi.

W. A. Scott, vice president and general manager of the Rees-Scott Company, is in Canada on a vacation.

Charles McDowell, manager of the Southern Cypress Lumber Selling Company, has not missed a day at his desk during the three months of yellow fever epidemic in this city. To Mr. McDowell and Secretary Watson of the Southern Cypress Manufacturers' Association belongs the credit of having kept cypress markets open to Louisiana lumber during the epidemic.

#### Minneapolis.

E. Payson Smith, who returned a few days ago from a southern trip, reports that he has contracted for the entire cut of the new mill



established by the Hoosier Stave & Lumber Company at Henderson Mounds, Mo. The plant is located on the Cotton Belt road in southeastern Missouri and began operation September 15. The company has 10,000 acres of timber with a fine growth of red oak, which will be fifty per cent of the output, the remainder being elm, maple, gum, hickory and ash. There are eight miles of logging road installed to bring the logs to the mill, which has an up-to-date equipment, and will turn out about 800,000 feet of lumber a month. A good stock is already on hand for shipment. Mr. Smith says there is no trouble now in disposing of stock, and next year promises to be even better than the present one. A. S. Bliss, who is associated with Mr. Smith and looks after northern hardwoods, has returned from a two weeks' trip through Wisconsin, where he found business good and preparations on for a heavy winter's logging.

C. F. Osborne of Osborne & Clark, the local wholesalers, reports that there is still a good trade from the retail yards, and a good many carload shipments of flooring are being made. While stocks with the exception of oak are in fair supply, the price situation seems to be holding pretty level. Northern red oak is about out of the market.

The Buswell Lumber & Manufacturing Company, recently organized here, which has 7,000 acres of hardwood, hemlock and pine timber in northern Wisconsin, will immediately begin the erection of a mill, which will be built on the shore of Papoose Lake, near the Michigan line. It will be a modern band mill with a capacity of about 1,000,000 feet a month, and with planing mill, dry kiln and all accessories. It is hoped to have the plant in operation by January 1. It will turn out an assorted stock of pine, hemlock and hardwood, and cater to the mixed car trade. The sales will be handled from Minneapolis, and the mill will be in charge of John C. Bull, vice president of the company, who is an experienced mill operator.

W. H. Sill of the Minneapolis Lumber Company reports a fair trade. The factories are working steadily and cutting up about the usual amount of hardwood, but are buying in small quantities. Elm and ash have profited by the shortage and high price of oak and are being substituted wherever possible. The hemlock trade, which with most dealers goes hand in hand with hardwood, is heavy, most of the mills now shipping right from the saw.

A. H. Barnard of Barnard & Strickland, hardwood wholesalers, says they have experienced a revival of their cooperage trade recently. In other lines business is satisfactory and about up to the usual volume at this time of the year.

#### Louisville.

A new concern entering the hardwood consuming trade here is the Columbia Mantel Company, which has been incorporated with a capital stock of \$25,000. The officers are: C. P. Beecher, president; C. J. Leonard, vice president, and C. H. Kramer, secretary-treasurer. The new company has taken over the old Koop furniture factory at Ninth and Breckenridge streets, which will be converted into a plant to manufacture wood mantels.

P. B. Lanham of the Lanham Lumber Company, Lebanon, Ky., who was in Louisville a few days ago, says his company is having a good call for its parquetry flooring. The company ships mostly to the eastern trade and has during the past year built up a nice business, which is still increasing so that an enlargement of operations will probably be necessary. In addition to the manufacture of parquetry, the Lanham Lumber Company operates a sawmill and carries on an extensive retail business.

A German lumber buyer visited the trade here a few days ago in the person of Arno Spalteholz of Dresden, who is specially interested in hardwoods but also handles some yellow pine. He has not thus far traveled extensively in the

South because of quarantine regulations, but in a couple of months' travel about the country has picked up a few bargains and become acquainted with the trade, which he thinks will be of material assistance to him in the future. He claims to have picked up a bargain or two in hard maple and is manifesting a lively interest in tupelo gum, which he believes would be a great wood in the German market if we could in some way overcome the warping tendency. He says it takes stain and holds varnish well and is, in fact, a splendid wood all around, except that it warps and twists.

N. H. Whitehead, formerly in charge of the Bedford, Ind., plant of the Hugh McLean Lumber Company, has taken charge of the company's plant in Highland Park, Ky., south of this city. O. M. Krebs, who superintended the erection of the plant here and has had charge of it until recently, has gone to Memphis to look after the erection and operation of a plant the company is putting in there.

Perkins & Pettibone note a lively demand for chestnut, with an upward tendency in prices. Other hardwoods they say continue about the same, with the outlook favorable for an increase in the demand, and nothing that looks like easier prices.

E. M. Overstreet of the Southern Stave & Lumber Company says his company is having an exceptionally good business, with enough orders on hand for everything from sound wormy chestnut to firsts and seconds in oak to keep them on Easy street as far as orders are concerned for some time to come. There is an occasional order for quartered oak, but the call for this stock is not as lively as it ought to be, and yet this company figures that the present is a pretty good time to cut quartered oak. The slow market of the past year has turned quite a number of people from the manufacture of quartered oak to plain oak almost exclusively, and it now seems that when the demand for quartered oak does liven up the supply will be even more limited than was anticipated. The sum and substance of this logic is, that while it is not a very good time to sell quartered oak right now, it is time to give attention to its manufacture against possible future needs.

The C. C. Mengel & Bro. Company is fairly busy at its mahogany mills here and has received a fair supply of logs from Honduras, notwithstanding that the yellow fever there has interfered with operations this summer and fall. Honduras has not been troubled with this epidemic for a number of years. The situation is now pretty well under control and it is expected that in a few months this handicap to business will be entirely removed.

#### Los Angeles.

The Marshall Floor & Supply Company's general office has been removed from the business portion of the city and now occupies spacious quarters alongside its manufacturing plant, East Ninth and Lawrence streets.

Carl Leonardt has secured contract for the construction of the new Majestic Theater building. The interior and exterior woodwork of this amusement place will be the most elaborate in Los Angeles. The best maple flooring obtainable will be used, while the finest of oak trim will predominate. Some birch and cherry will be used.

Alpeter, Hall & Alpeter will construct the Long Beach, Cal., Savings Bank building. The contract for furnishing labor and material for the interior woodwork will be sublet, and there is considerable rivalry manifested by local mills to secure this job, as considerable advertising will accrue to the successful bidder.

The Hughes Manufacturing Company is furnishing all the woodwork to be used in the new Homer Laughlin Fireproof building.

The interior and exterior trimmings of the new Steele, Farris & Walker department store are of polished cherry, which is stained a deep red, which produces a very striking effect. The

Santa Fe Planing Mill furnished all the woodwork.

Archs. Marshall & Russell have completed plans for the First Baptist Church at Long Beach, Cal. Specifications call for all white maple flooring and pew seats of plain red oak; with a few minor exceptions, the balance of the interior woodwork will also be in plain red oak.

All the mills report more orders than can be handled, with more prospective work than for some time past. It is rumored that a new mill will be in the field in the course of the next two months, but parties indicated as interested would not confirm or deny the report. There certainly is need of another mill here.

#### Wausau.

The Wilkin-Challoner Company, which recently decided to locate in Oshkosh, has its plant nearly completed and will possess something rather novel in the shape of a machine shop. The building is 80x176 feet in dimensions and its four sides are constructed practically all of glass, 10,810 panes serving to light the interior. The company will make a specialty of manufacturing gang mills, "niggers" for canting logs and steam set works for all sizes of sawmills. The company has constructed 200 mills, built under patents of T. D. Wilkin, the company's vice president.

The Moore & Galloway Company's mill in Fond du Lac, which was burned last spring, has been rebuilt and is again in operation. It will be operated twelve hours per day throughout the winter.

The two-story frame warehouse of the Edwards-Irig Furniture & Casket Company, Oshkosh, was totally destroyed by fire recently. The warehouse contained high-grade furniture and caskets and the loss was estimated at \$19,000, with \$17,000 insurance.

What is believed the largest and oldest oak tree in Wisconsin is located in the yard of Parlan Semple in the city of Oshkosh. Its branches have a spread of ninety-three feet. It was spoken of as a very large tree by the French voyageurs who traversed that section a century ago.

The Barker & Stewart Lumber Company and the G. D. Jones Land Company, Wausau, which jointly own 8,000 acres of land in the township of Hewitt, Marathon county, will this winter log the same. The logs will be hauled to Wausau and sawed in the mill of the first named company. The Barker & Stewart Company also owns lands in Langlade county and from the two tracts it is estimated that 70,000,000 feet of the better grades of hardwoods, with a scattering of softwoods, will be cut.

The Werheim Manufacturing Company, Wausau, which during the summer suffered two disastrous fire losses on unmanufactured stock and plant, has two new factory buildings under roof and is able to operate a large part of its old machinery. The new buildings have more floor space than the factory burned and with the addition of new machinery the capacity for turning out finished product will be increased. The company will probably operate night and day to catch up on its orders.

The John Week Lumber Company, Stevens Point, recently acquired title to 1,720 acres of hardwood land in southern Marathon county.

The Arney Specialty Company has been incorporated with a capital stock of \$15,000. The company will erect a plant in Marinette and manufacture wood specialties and novelties for which a large amount of oak and ash will be consumed.

The mill of the Heineman Lumber Company at Heineman, which has had a steady run of nine months, is closed to make repairs for winter sawing.

The Torrey Cedar Company of Clintonville has gone into the hardwood business and is buying all the mixed varieties it can secure of small jobbers.

The Wisconsin Chair Company of New Lon-



don is at present working its plant overtime to catch up with its orders. The company reports the best business at present in its history.

The R. Connor Company of Marshfield is overhauling its mill at Auburndale, a tract of timber having been purchased to insure a run of eight or ten years. The mill, which was built thirty years ago for the sawing of pine, was a few years ago turned into a hardwood mill when the pine surrounding it was exhausted.

The real estate and factory property of the Two Rivers Manufacturing Company at Two Rivers, Wis., was sold recently at auction to J. C. Bradley of Milwaukee, for \$25,000. The property was appraised at \$155,000 and in view of the lowness of the price offered by the successful bidder it was thought that no steps would be taken to have the sale sanctioned. But last week a petition was filed in the bankruptcy

court in Milwaukee asking that the sale be approved and confirmed. A settlement was reached a few days thereafter by which the creditors agreed to accept twenty-one cents on the dollar. The company will be reorganized and the chair factory will be put in immediate operation. It is expected that the other departments will be opened as soon as raw material can be gotten on the grounds.

#### London.

Mr. Benson, American manager for James Kennedy & Co. of Glasgow, has been on a visit to Great Britain.

E. G. Willingham, manufacturer of hardwood specialties of Memphis, Tenn., who has been in London for some time, left recently for the continent. He expressed himself as disappointed with the present state of business in England.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)  
Chicago.

The local demand for hardwoods is better than it has been at any time during 1905, but still the trade lacks buoyancy. The furniture factories, the makers of interior finish and the flooring factories are all busy and are constantly replenishing their stocks with new purchases. Plain oak still has the call, while the only item that is apparently a little in oversupply is thick maple.

#### Boston.

The local market for hardwoods has ruled moderately active. A few dealers state that they have not felt the improvement in the demand to the extent their neighbors claim, yet all are receiving a fair amount of new business. There is no accumulation in the yards. An occasional car is received for which there is no immediate call. Where this is so it has to be unloaded. The various wood-working plants turning out interior hardwood finish are fairly well supplied with orders and are working full time. Furniture manufacturers are keeping their plants well employed. They are not buying so much in anticipation of future requirements as for immediate wants.

One inch plain oak, ones and twos, is moving in a moderate way only at \$49 to \$52. One dealer with his own mill is said to have quoted down as low as \$46. Quartered oak continues to show a slight gain in favor. Inch ones and twos are held at \$76 to \$80. Michigan brown ash, inch ones and twos, is quoted here at \$51. The demand is good and offerings small. There is a movement on foot to boom red gum. Several dealers have been in correspondence with mills in the southwest and are now showing samples. In some instances these samples show to good advantage, but in others it is evident that the mills have not yet overcome the difficulty in proper drying. Quotations range from \$35 to \$37.

Clear maple flooring is in very good demand at \$39, although dealers state that there is a tendency to use more rift hard pine than maple. The demand for cypress is increasing without a corresponding increase in the offerings. This has made dealers very stiff. It is freely predicted that prices will be advanced. Some mills are said to be asking \$47.50 for inch ones and twos, but \$45.50 is nearer the price for business.

The whitewood market has stiffened up somewhat. The demand is not active, especially so far as the low grades are concerned. Inch ones and twos are quoted at \$46 to \$49.

#### New York.

There has been very little change in local hardwood conditions from that reported a fortnight ago. The general market is firm and

practically all the hardwoods are moving freely in all branches of the trade. The demand is general, but the furniture and general manufacturing trade are probably more active buyers than the yards, the latter having purchased freely for fall wants during the summer and early fall. Plain oak, birch and ash are the most active sellers and stocks in those lines are still scarce at mill points. Poplar also continues to show improvement all along the line, particularly as regards demand; although prices have not shown any upward tendency, they are firm. The outlook for an active trade during the fall and early winter continues good and dealers generally are optimistic in that direction. The building trades continue active, and with the approaching activity in furniture and other manufacturing lines to take care of the Christmas holiday business there is every indication that the movement of hardwoods in all channels will be active for the next sixty days.

#### Baltimore.

Hardwood trade conditions continue exceptionally favorable. Not only is the demand very active, but prices rule high. All the mills are being operated to the full limit of their capacity, but they fail to gain on the distribution. In fact, the trade would be able to take more lumber if it were obtainable. Good dry oak has never before been more active. Local and out-of-town dealers compete with each other for stocks and the mills have orders ahead for months to come. Consumers here are in the market for large quantities of lumber. Every business in which hardwoods are used is booming and the requirements are accordingly extensive. Much interior work in the new buildings now being erected calls for oak, and the factories which turn out doors and other articles needed are pushed to make deliveries. Many structures are behind contract time, delays being due to failure to deliver material and to other causes connected therewith.

The call for ash is hardly less urgent, this wood ranking next to oak in point of popularity. Prices are very firm and tending upward, and there is enough business in sight to keep the mills going for a long time.

One of the most striking developments of the present activity is the large demand for mahogany, which is doubtless greater than it has ever been before. Interiors of many of the new buildings and shelving and counters of restaurants, drug stores and other places have been in numerous instances made of mahogany, and the country's supplies have been heavily drawn upon. At no previous time in the history of the city has the retail trade of Baltimore been so disposed toward display in the equipment of stores, and only

the best is being demanded. This has kept the cabinet makers and the manufacturers of wood work going and has held the market for mahogany at a high tension. Nor is the movement ended. There are numerous orders ahead or in the hands of manufacturers and far more could have been done with larger facilities. The reconstruction of the burnt section has of course contributed much to this development. It has not only created a direct demand, but has prompted the owners of property in other districts to follow the lead, furnishing an object lesson that had to be followed by the owners of stores elsewhere.

All the other hardwoods have been in good request at prices that encourages manufacturers to keep their plants in full operation. In this endeavor they have of course been more or less handicapped by the scarcity of labor, especially at the southern mills, that depend largely on blacks. These latter found employment at railroad building and other enterprises which paid better, though the work is only temporary, and they left the lumbering regions by the thousands.

The one unsatisfactory feature in the domestic trade is poplar, the demand for which continues to lag, even though prices have eased off somewhat. Dealers attribute this to the action of mill men in advancing the quotations arbitrarily and thereby turning the attention of consumers to other woods.

Far from remunerative, also, is the export business. Values on the other side of the Atlantic are far from encouraging to shippers, and a number of the export firms here are forwarding very little lumber. Even the best prices quoted in foreign markets do not represent an advance over the returns to be obtained here, and make no allowance for the freight charges and other additional expenses. The advance in prices has naturally encouraged the foreign brokers to make all kinds of exceptions on the score of shipments being below grade or having some other fault. Not a few exporters, therefore, are determined that the foreign consumers will have to do without American hardwoods or pay higher prices.

#### Pittsburg.

A more diversified market and stronger prices are two very encouraging features of the hardwood situation. Opposed to these is the increasing car shortage which of course interferes with business. Generally speaking, business is excellent, and there are no signs just now of the customary holiday shortage in trade.

Railroads continue to be large buyers, especially of oak. Their business along with the demands of the government for oak river timbers and the list of calls for oak for the new filtration plant keeps that wood in the best of demand. Oak ties are also a big seller at present. White oak of good quality is hard to get. Red oak is more plentiful and the quotations are well maintained. This month there has been a noticeable increase also in demand for finishing oak, and firms which handle No. 1 mill work of this description are doing a nice business. No. 1 and 2 oak is reported scarce and in some quarters mill cull oak is plenty and has been a little hard to sell.

Chestnut is in good call for sale to coffin manufacturers and furniture men. Some birch is being sold for doors, for which purpose it is becoming more popular in this city every year. Red birch is in best call for interior finish and for furniture making, and is being shipped in largely from Virginia, although some comes from northern Pennsylvania and New England. There is a good call for maple flooring, which has advanced one dollar per thousand. Beech and cherry are selling more freely than for some time, as the hub factories of western Pennsylvania and Ohio are just now taking a large quantity of the former wood.



Local retailers are buying pretty freely for this season, and business among manufacturing firms is better than it has been for weeks. Trade in all lines is badly hampered by the car shortage. This is felt worst on the B. & O. lines, especially in West Virginia and the coke regions of western Pennsylvania. Many dealers are weeks behind in delivering their orders. It is not a question of price but of finding the stock and getting it delivered that is troubling the hardwood firms now.

#### Buffalo.

The hardwood trade seems to be the only section of the lumber business that is not bragging of its orders and wet it is quite possible that it is on the firmest basis of them all. Other woods are so active that the sellers of them cannot begin to meet their orders, but the hardwoods are going on much as they have for a year or more. Oak leads; ash, birch and chestnut are doing decidedly well, with stocks light, prices that convince the buyer they are not too high and the outlook fine. Elm is still doing very little, though the consumer would take more if he did not feel that the sawmill prices were too high. Basswood is as quiet as ever. Maple is weak, but is not at all overstocked here, so that it will be allowed to take its course and come up strong again, that is, if the Michigan overflow comes to an end sometime.

There is a good report from the poplar trade, which has been slowly improving all through the season. The stock is larger than it was last season, yet the demand is such that the prices are fairly strong. Cypress is a little quiet, but the full list price is paid.

#### Saginaw Valley.

Hardwood dealers could do a great deal more business if the railroads could furnish the cars. Trade is brisk and the demand for hardwoods showing steady improvement.

Ash is still the leading favorite, although oak is a twin sister in this particular. The supply of oak is so short that only a few firms are able to secure enough native oak to talk about. A good deal of southern oak is brought here and handled in the local trade and also shipped out. Birch appears to be doing better both in the matter of demand and price. The log run maple market appears to be a little stronger. Maple flooring is holding its own right along and manufacturers experience no difficulty in getting customers for all they can produce. Basswood is reported a little better. There is not much elm on the market, but it is firmly held. Beech is a little slow.

Dealers do not appear to have large quantities of seasoned stock on hand, though doubtless enough to take care of their trade. Maple flooring is mostly disposed of on contracts, both for the foreign and domestic trade. The generally favorable conditions of business and the prosperity of the country will stimulate dealers and manufacturers to get hold of as much stock as possible during the winter.

#### Milwaukee.

There has been a decided improvement in the hardwood lumber situation in this city during the past month and local dealers assert that there is every prospect for busy times throughout the winter. The outlook for hardwood sales has been exceedingly good and there has been an increase in the demand for woods which were formerly slow of sale. This is especially true of basswood, for which there was little demand a short time ago.

Inquiries have been coming in freely and it is believed that many dealers are now preparing to place orders for stock. The demand during the summer, on account of building operations, has been exceptionally strong, and as a result many of the yards are fairly well cleared.

#### Cincinnati.

Market conditions continue highly satisfac-

tory. Excellent weather the past two weeks resulted in extensive building operations, while other branches of domestic consumption absorbed hardwood lumber with considerable avidity. Export inquiries showed improvement also, with oak the principal item requested. The market was strong, with plain oak again the leader. Chestnut and ash were close seconds. Quartered oak ruled fairly active and so did poplar firsts and seconds. Hickory, gum, cottonwood and other classes of lumber remained as heretofore.

#### Bristol.

Lumbermen in this city and section are satisfied with the present condition of the market, but are now confronted by a serious car shortage on the Southern, Norfolk & Western and Virginia & Southwestern which may ultimately be far-reaching. Several dealers in Bristol have already lost heavily on account of the deficiency in the supply of cars and are very much alarmed over the situation. The officials of the railroad companies can only express their regret at the status of affairs and add that the situation is not caused by any fault or miscarriage on their part.

#### St. Louis.

The hardwood situation remains about the same in this market. The sum total of the business being done, while not as large as was expected, is at the same time not wholly disappointing. Most of the hardwood dealers are doing a little in nearly all hardwoods and are encouraged to believe that a more active demand is in sight. Oak still leads in the call, with poplar and ash good seconds. Ash is selling better than for some time past. Plain white oak is in good request, with red also figuring considerable in the demand. Cypress still sells in large quantities and is reasonably satisfactory in every respect. Gum and cottonwood are moving in a better way than they did some time ago, and the aggregate of sales is more encouraging to those who make a specialty of these woods. The planing mills are still calling for considerable quantities of oak, cherry and other hardwoods for interior finish. The outlook is encouraging and a more lively state of things is looked for in the early future.

#### Kansas City.

While the general demand for hardwoods in this territory has not been as active this fall as some of the more sanguine dealers had anticipated, the volume of business every month this season has been in excess of that for the corresponding month of 1904. It is just as well that an abnormal demand did not develop this fall, as had this been the case dealers would have been unable to take care of the trade. Not only are mill stocks of all kinds short, but for the past thirty days the acute car famine all over the South has affected hardwood shipments seriously, and stock has moved but very slowly. Not only has this been true, but blockades at terminal points make delivery unusually slow after consignments have left the mills. Dealers here are having more business offered them than they can handle satisfactorily.

Classifying the trade, the local demand at Kansas City has been as active this fall as ever before, if not more so. The rapid growth of the city and the steady building of residences is resulting in a heavy and steady demand for hardwood finish of various kinds and for oak and maple flooring. The desire on the part of the prosperous farmers of the territory to have up-to-date houses creates a strong country demand for hardwoods, and the dealers here have had a very profitable business from this source this fall and in fact throughout the year. They say that the country trade will probably fall off from now on, but look for a fairly active

demand through November. The demand for implement and wagon stock is good, particularly for hickory, which for wagon stock has been scarce through the year and continues so. Furniture factories have bought rather freely, but for some reason they have not come into the market with as heavy contracts as was expected. This has been a good season for bridge material, as heavy rains with accompanying destruction of railroad and county bridges have been numerous, and within the past ten days the railroads entering Kansas City have been badly demoralized on this account. The concerns that handle bridge stock say their mills are amply supplied with contracts of this character. The demand for railroad and car stock has been very heavy all this year and railroad mills are all several months behind their contracts.

Quartered oak, which has heretofore been rather weak, has stiffened up under an increased demand, and has a firmer tendency than for months. Plain oak is steady at record prices and should remain firm through the year, as the supply of dry stock is practically exhausted at all mills, and buyers are having it shipped direct from the saw in many instances and drying it in kilns after it reaches destination. Louisiana cypress has advanced from one to two dollars per thousand on common stock, and it is likely that Arkansas cypress will shortly advance correspondingly. Common cottonwood shows an advance of \$2 within the past thirty days and is rather scarce and in active demand. Both maple and oak flooring are very firm at the advance of recent date, and poplar shows a slightly stiffening tendency. Gum is firm and in strong demand for boxmaking, and ash and hickory show their usual firmness. Birch quotations show a slight weakening in some directions, but the dealers here think this is only temporary. On the whole price conditions have never been more satisfactory during a fall season, and there is little disposition to shade the going prices in order to secure business at this time.

From the standpoint of the mill men, the situation is better than for many months. Good weather has prevailed for more than a month and the woods have dried out, so that for some weeks logging operations have gone on without interruption. The mills have been running steadily through the month as a rule, and are piling up considerable stock, which, however, will not be in good shipping condition until next year. With good weather for the next two or three months mill men expect to get out much stock and be in shape to handle the trade of next spring much more satisfactorily than they have handled the business of this year.

#### Chattanooga.

There is now a more active demand for hardwoods, especially the lower and medium grades, in this market than at any time during the last two months. The activity of the fall season in nearly all lines of the lumber trade is quite apparent. Stocks in the Chattanooga market are not up to the average in volume for this season of the year. Within the past week large orders have been placed with the Chattanooga mills as far as stocks will permit them to accept orders and at prices they have been unable to get during the spring and summer months. Nos. 1, 2, and 3 common poplar have shown improvement in demand. One of the best sellers on the market is sound wormy chestnut. There are more orders for this grade of stock than at any time during the past two years at quite satisfactory prices.

The stocks of Nos. 1 and 2 poplar, chestnut and oak in this section are lower than for years and purchasers are ready to buy any stock of these grades or of these kinds of lumber. Both the local manufacturers and shippers of high-grade oak find great trouble in getting satisfactory supplies. The whole country has been hunted over for dry oak so thoroughly that it is almost impossible to find any Nos. 1 or 2 grades



in either plain or quartered oak, and especially is this true of plain stock. It is the consensus of opinion here that stocks will be light in this market for the next year. The supply of logs by river will fall short of any year since 1890. The mills handling logs coming by rail will get their usual supply, but from this source the quantity coming to this market has in no year amounted to twenty-five per cent of what has come by river.

There is an unusual activity in the pine market here growing out of the unprecedented activity in the building trade in Chattanooga and adjacent towns.

Within the next twelve months this city will spend a great deal of money in public improvements, including streets, sewers and public parks. The city recently acquired an entire block near the postoffice on which will be located a new city hall. A stock company with \$45,000 capital stock has been organized to build a new opera house. The Chattanooga News is erecting an eight-story building near the postoffice, which will be ready for occupancy the first of the year. Work has actually commenced on the big lock and dam power plant. It is expected that the gigantic enterprise will be completed in about two years. The power plant will have a capacity of 40,000 horsepower.

#### Nashville.

The lumber business here is decidedly brisk, and the sales for this time of the year are exceeding those of a corresponding period last year. One local firm reports \$13,000 more business for September, 1905, than for September, 1904, and up to October 21 had shipped ten more cars than for the entire month of October, 1904. A noteworthy feature just now is an increased demand for quartered oak, and the indications are that quartered will attain fair values. Most of it is being sawed from stocks on hand and a shortage would not be surprising. Plain oak is still in good demand. The mills are behind on poplar sidings and upper grades in wide poplar are in demand and very scarce. There is a good deal of the lower grades on the market. Chestnut is reported very active, with prices firm. Many chestnut poles are being shipped from this point for use as telephone and telegraph poles. Crossties are active and there is a strong inquiry for them. Cedar as usual is scarce, in great demand and bringing fancy prices.

#### Memphis.

Practically all members of the hardwood trade here report a marked improvement in the demand during the past fortnight, and conditions now are better than they have been at any time this year. Buyers are manifesting an increased interest; they want lumber, and they are paying the figures demanded by the trade. Manufacturers and wholesalers in this center have for a number of months held up prices in anticipation of a more active call, and they are now not only getting the better demand but they are securing the best prices of the season on a number of items. The demand is coming almost altogether from the domestic market, the inquiry for lumber for shipment on firm contracts abroad being rather limited owing to the large amount of consignment stock now held on the other side of the water.

Production has been on a rather liberal scale recently. However, there have been very heavy rains throughout this section the past few days, and many mills will find it difficult to secure sufficient timber to keep in steady operation. Every minute of the pretty weather which prevailed in September and the first half of this month was improved by the mills, and some of them have secured enough timber to keep up operations for some time to come. But, in face of the increased production referred to, there is nothing suggesting an accumulation of stock. In fact,

there is as pronounced a scarcity in some items as there has been at any time this season in stock dry enough for immediate handling. Bad weather is now at hand, and, in view of the effect this is likely to have on production throughout this district, the trade believes not only in the maintenance of present prices but in the possibility of some further advance. General trade conditions in all lines of activity are excellent; there is the largest corn crop in the history of the country; the wheat crop is second only to one other in the history of the United States; the cotton crop gives promise of being far above the average, and building activity is phenomenal, with the result that prosperity seems assured for some time to come. Lumbermen here believe these conditions should be strongly reflected in lumber values and they are not pushing anything for sale, but are holding prices firm on every item on the list.

Plain oak is strong in both red and white, with the amount of dry stock available very light. The demand for this wood in all grades is excellent, and prices are firmly held. Quarter-sawed white oak is reported in slightly better demand, but the movement of quarter-sawed red is unusually light considering the activity in some other items. Ash is in splendid call in all grades. Cypress is in as active call as heretofore; the amount available is not large enough to give evidence of any surplus, and buyers are not losing any time in securing their wants. Cottonwood in the higher grades, including box boards, is in good call at higher prices; there is some improvement noted also in the call for the lower grades. The supply of this wood is very limited, and box men and other large consuming interests are wondering from what source they will secure enough with which to busy their plants during the winter and spring. It is estimated on reliable authority that production this season has not been fifty per cent of normal for the first nine and one-half months of the year. Gum in the higher grades moves with moderate freedom, but the lower grades are somewhat slow, though the amount of gum available in well sawn, well handled stock is not as large as some buyers seem to believe. High-grade poplar is passing freely into trade channels at very satisfactory prices, but there is only a moderate movement shown in the lower grades.

#### New Orleans.

The consensus of opinion regarding conditions in hardwoods is that the approach of the fall and winter trade is having a mildly beneficial effect upon the demand. Complaints are heard, however, of the high rates and poor car service. All exporters are having trouble with cars, but conditions on the west side of the river are reported almost intolerable. One large exporter states that he has several carloads of logs and lumber on the Southern Pacific tracks and has been unable to have the stuff moved, although his efforts in this direction have extended over a period of about forty-five days. The same exporter complains that thirty or forty cars have been in the city for thirty days and it has been impossible for the railroads to move the cars alongside the ships. Complaints are also made that ocean rates have not been improved, and that it is almost impossible to get space. On this latter point there has been a difference of experience in the case of large concerns. The pessimistic man says: "Rates are too high and bookings are hard to make. The railroads give us beastly service, and, besides, the west side lines have advanced rates. Between the high rail rates, the high ocean rates, the unsatisfactory car service and light stocks, we are having a hard time doing any business at all. The approach of fall has shown no relief and things are likely to be worse from now on because there will be no drop in ocean rates and because the

car scarcity will get more and more pronounced every day." The optimistic side says: "The effect of the fall conditions are being felt. Ocean rates are still high, but they were advanced on the prospect of business and will not hold rigid all fall. It is comparatively easy to get space and some bookings have been made even at July and August rates. There is greater inquiry for stock and more of it is moving. Labor conditions at the mills are improving with the raising of quarantines and those mills which were forced to shut down for a while are now running again."

Plain oak is still leading in favor, but stocks are scarce. Some exporters have been advised not to ship any more of the common grades of oak. The call for quartered oak remains about the same, inch stock having a very poor sale, thicker stock being in demand but hard to obtain. Gum is reported in a very unsatisfactory condition. There is still some call for cottonwood, but a few exporters claim that orders have been refused since the advance in rates. Ash and poplar are also being asked for. Cypress manufacturers continue to report satisfactory conditions. Demand is very good and orders are coming in in gratifying volume from all sections. Prices are firm and there is a reported prospect of some items being advanced before long on account of scarcity of stock.

Bests lead in the shingle demand and stocks are consequently very scarce and there is little prospect of the mills getting any of this stock ahead until after the present volume of business lets up. No trouble is reported in getting the new list prices for bests.

There has been little falling off in the demand for lath. Mills are still unwilling to accept straight car orders, but a few of these are being loaded out when customers are willing to pay a premium over the list.

#### Minneapolis.

Large operations are the order of the day in the northwest. Some big railroad deals have been closed lately at top prices, involving large shipments of bridge timbers and oak ties for switches. Some big orders have also been placed lately by manufacturing concerns. The factory demand for finish woods is growing somewhat slacker as the building season draws to a close, but there will be something doing in special mill work through the winter, as the rush this summer caused quite a little work to be deferred, and some large structures are just beginning to be enclosed. Birch is still a fair seller, and prices remain steady, although it is evident that quite a little birch stock will be carried over. It is in strong hands, and the holders feel confident of its value. Basswood is quiet again, and the upper grades are somewhat weaker in price, but culls are active and commanding a higher figure.

Quartered oak is advancing and is now commanding \$2 a thousand more than a fortnight ago. The factory demand for it has been steady and the mills have not put so much on the market lately, having run more to plain oak on account of stiff prices offered for that article. Plain oak is still firm; \$50 is the price predicted before the holidays. There is a little white oak offered from Wisconsin, but northern red oak is cleaned up and orders are being filled from southern stock.

The car situation is easier and the white pine mills are making heavy shipments. A fair amount of hardwood is going out in mixed cars. Flooring is the chief item in demand and lately a number of straight cars of flooring have been shipped. Hardwood stock has gone out to quite an extent in cars with mill work. The general situation is very satisfactory, except for the comparative scarcity of stock. The upper grades of finish woods seem to be getting more exclusive every day.

A feature of the market is a great revival in cooperage, which has been a drug all the year. There is a heavy movement and the shops are



taking all they can get and rushing orders for more. Under this pressure prices have advanced much sooner than was expected.

#### Louisville.

Probably the most enlivening feature of the hardwood market during the past fortnight has been the awakening of the demand for car material, for which there have been heavy orders, which is stirring up the car factories and causing them to send out buyers for material. These inquiries apparently cover everything from flat cars to Pullmans, and the outlook is good for a continuance of the demand through the winter. This increased call for car material is having a stiffening effect on the market—not only for this class of stock but for all kinds of oak—and while some buyers hesitate to place orders at first, because mill men are asking an increase in prices, it is very likely from the present tone of the market that the longer they wait the more they will have to pay to get oak stock of any special dimensions. The demand for wagon wood and for furniture material continues as active as ever notwithstanding that liberal deliveries were made possible during the past month by the good roads in the country. The beginning of bad weather has come at this writing, and as this means slow deliveries and more expensive operations in the woods, mill men are not anxious to tie themselves up with heavy orders.

The poplar market continues stiff. Holders of good poplar stock rest easy, confident that the longer buyers wait the more they will get for their stock and as a result they are not manifesting any anxiety to book orders.

Chestnut has been more active and prices are stiffening a little, with the available supply apparently short of the needs of the trade. It would seem that the present is a good time to cut chestnut for the future needs, as it is

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growing in favor, especially for veneer backing. In this work it is said to be practically the best wood obtainable. The grade used for veneer backing is generally sound wormy, while the upper grades are meeting with favor as a substitute for oak in furniture and cabinet work.

The cooperage business here is very active in the whisky stock branch, because the distilleries are now running full force and calling for a big volume of barrels, which, together with the fact that high-grade whisky stock is rather scarce, is creating a lively demand, especially for bourbon heading. Heading is the scarcest article on the list, but the supply of all kinds of whisky stock is limited and there is no difficulty experienced in getting a pretty fair price for anything offered in the line of whisky cooperage.

#### Los Angeles.

The somewhat larger volume of hardwoods that went into the mills during the past two weeks to be worked into finished material for the unusually large number of buildings now being erected in this city and surrounding towns has created a very noticeable demand for hardwoods of all kinds. The arrival of about a dozen carloads of about equal proportions of red and white plain oak and red and white quartered oak, red birch and ash, stimulated the market for a time, but the demand of the past few days is again strong on the entire list of hardwoods, a number of sales of plain red oak, one inch, being reported at \$93, and an order for one-inch maple at \$88 was consummated, which certainly are the highest prices obtained for these woods for a long time. The fall demand is heavier than usual this year, and from the reports published by the building department of this city it is safe to prophesy that more hardwood will be disposed of this winter than during any previous winter. Some substantial orders have been placed lately by local dealers with hardwood firms for prompt delivery.

The hardwood flooring situation is still the same as some months ago; firms in the East are considerably behind in shipments on orders placed two, three and four months ago. Seven-eighths maple flooring, polished, bored for nailing and end matched, is quoted by manufacturers at about \$55 per thousand f. o. b. Los Angeles, and retails around the \$70 mark. Oak flooring, the plain red and plain white grades, is quoted at about \$52, and retails at \$65. The demand is very strong.

#### London.

The hardwood market has shown a slightly better tone during the past fortnight and stocks are moving from the various docks. Both buyers and sellers are looking forward to busier times, as a good many of the largest users of lumber are fairly busy, but at the same time this may only be a "flash in the pan," as prices of the lower qualities of oak, walnut and white-wood have had to be considerably reduced in order to effect sales of newly arrived parcels without incurring dock charges.

Prime plain oak boards are not arriving at all freely and buyers are more inclined to pay shippers' prices for goods to arrive, the principal arrivals of this wood being low-grade unseasoned stocks. Planks are in good demand at fairly good prices.

Whitewood boards are quiet and arrivals are not heavy. Planks and logs are neglected.

Satin walnut holds firm and prices are good, as, owing to the yellow fever scare, arrivals are not heavy. Buyers are not, however, inclined to pay any advance in price yet, but prefer to wait for consignments, which they are sure are coming. Unfortunately, after this wood has been scarce for a time it usually comes with a rush that swamps the market. It is well that this matter has been taken up by the National Lumber Exporters' Association, and it is to be hoped that good will result from their action. Shippers can well understand the damage this consignment business does to the trade generally, when

they know that most of the largest London buyers decline to make forward contracts, as they are sure they will be able to pick up on the quays any stocks they may require when same are being sold to save the heavy expense of storing. Nor should they take too much notice of the report printed in one of the American trade journals that most of the buyers had agreed not to handle these stocks so as to give shippers a lesson; it is more likely that buyers would combine to get these stocks at their own prices.

The demand for walnut has fallen off somewhat and shipments should be curtailed.

Ash logs, forest and second growth, are in good demand, although hardly the time of year for shipments. Boards and planks have also a good call, but stocks are small and the demand among the carriage builders is being supplied with wood from southern Europe, which is liked as well as other English or American grown timber.

Several parcels of Mississippi soft elm have arrived recently and gone into consumption. It is useful to the coffin makers since the Canadian wood is so scarce.

Of mahogany arrivals are not heavy. The demand is good and very fair prices are being realized.

#### Liverpool.

According to Alfred Dobell & Co., the arrivals at Liverpool during September have in the aggregate been light and the demand fair. An advance in price has been established for several important articles, and the position of the market generally warrants more hopeful anticipations.

The import of round southern oak has been light, with prices unchanged. Baltimore waney logs of strictly prime quality can be recommended for shipment. Prices on wagon planks are easier, and the demand is confined to first quality planks of good specifications. In inferior coffin planks the heavy stock is still moving slowly and prices are low, so that only strictly prime planks of good specifications should be shipped. The same may be said of walnut logs. Walnut planks and boards are arriving freely; prices still low. The poplar market remains unchanged. The shipping season for ash and hickory has not commenced.

September mahogany sales were well supported by buyers from all parts of the country. Competition was very keen and nearly all the African wood was sold at advanced prices for all descriptions. Figured wood was in strong request and realized extreme prices. Mexican mahogany sold readily at full prices, while arrivals of Honduras would come to an eager market, as there have been no supplies for several months. There is no stock of Guatemalan wood, although the market is ready for it.

#### Hamburg.

F. W. Burchard reports that Hamburg auctions were badly neglected all summer by the trade, although a lively and satisfactory business went on privately. The last auction of the season, just held, showed a normal aspect once more, being well attended and supported and showing satisfactory results. The demand is likely to remain good and nicely assorted logs of large dimensions, suitable for veneer cutting, will be welcomed and will command a ready sale ex quay or soon after landing. The consumption of poplar has increased during the last year. The stocks remaining unsold are mostly of secondary quality, first quality finding ready sale at good prices. Consignments of fresh, large logs, prime quality, will be welcomed. The demand for white oak, satin walnut, hickory and ash logs is irregular and unreliable. Mahogany logs are offered too freely just now. At the recent auction Mexican, West Indian and African stock failed to find buyers. Walnut boards and squares of current dimensions and good quality are being sought, particularly one inch firsts and seconds, and prices are ruling higher.

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The character of this land is rich delta alluvial soil and has upon it hardwood timber consisting of Oak, Cypress, Gum, Ash, Elm and Hickory trees. For further particulars, terms and maps of said lands, apply to

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One Band Saw Mill, 25 M feet per day capacity; complete with edger, trimmer, electric light plant and a fine power. Address  
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We have issued a little booklet on the timber resources of our line and locations for factories, mills, etc. It shows the following openings:

For 7 stave mills, 6 box factories, 14 handle factories, 7 slack barrel plants, 5 hoop mills, 6 furniture factories, 18 hardwood mills, 9 saw mills, 1 lumber yard, 2 hickory mills, 2 hub factories, 2 shingle mills, 1 basket factory, 2 wagon factories, 1 charcoal oven. Write for copy of the booklet.

We can put you in touch with parties controlling timber tracts—oak, gum, ash, hickory, cypress and other hardwoods.

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On five thousand acres in Yazoo Delta. Mill location furnished if desired. Address  
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Oak Trees, on and near new railroad almost completed. Low freight rates. Address  
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I own and offer for sale the following: Stumpage—on about 4,000 acres of land, 10 miles south of Greenville, Miss., in the Yazoo Delta, consisting of White and Red Oak, Cypress, Ash, Pine, Elm, Cottonwood, etc., in all about 25 million feet. Ample time given for removal, with mill-site, etc.; no taxes.

Land and stumpage—3,600 acres in the Yazoo Delta, 3 miles from Y. & M. V. R. R. and on navigable stream. Will cut 6,500 feet of merchantable timber per acre, consisting of Oak, Ash, Cypress, Pine, Elm, etc. Land the very richest in that rich country. For prices and terms apply to  
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Several carloads of dry and green Hickory Axles.

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10 M ft. Clear Red Gum Squares, 2"x2"—28" and 50" long.

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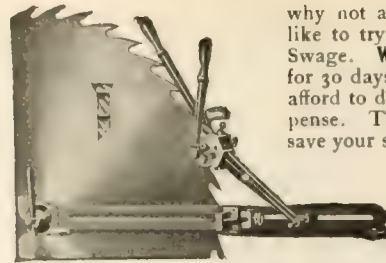
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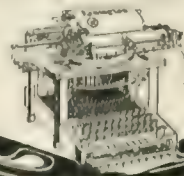
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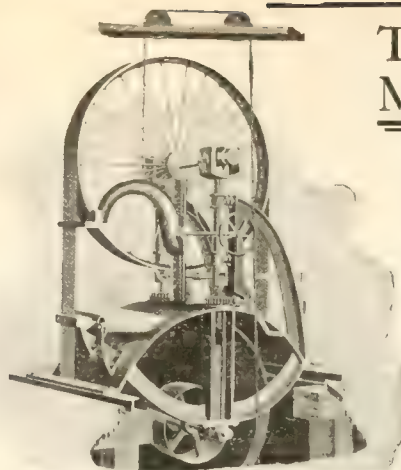
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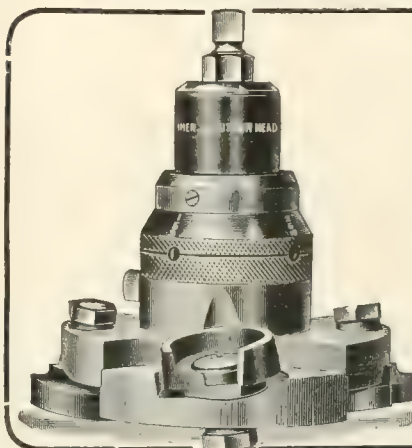
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whether our claims for The Shimer Cutter Heads are correct or not. We run all the risk when we make the heads to your machine and send them to you on trial, returnable if not satisfactory. Particulars for the asking. Address:

**S. J. SHIMER  
& SONS**  
MILTON, - PA.



# A Wise Saw

of modern application is that "the best is the cheapest."

***Atkins always ahead*** means much to saw users.

It means a saving in raw material; accurate and fast work; economy of saw expense.

This is true of all our saws, and  
we make every kind for  
every purpose.

**E. C. Atkins & Co. Inc. Indianapolis, Ind.**

BRANCHES:

Memphis, Tenn.  
Atlanta, Ga.

New York City.  
Chicago, Ills.

Portland, Ore.  
Minneapolis, Minn.

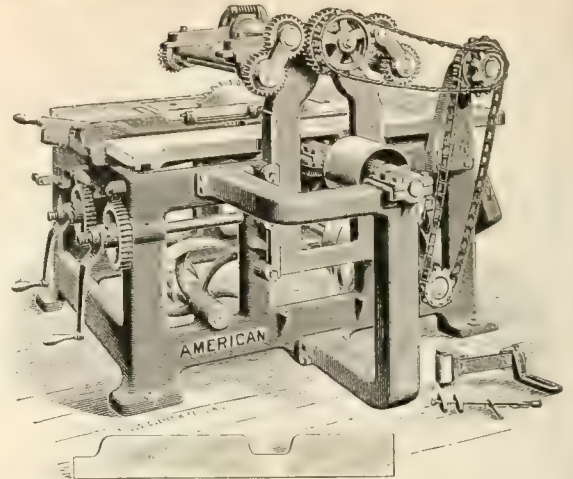
Seattle, Wash.  
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Our Saw and Tool Catalogue  
Can be Had for the Asking.

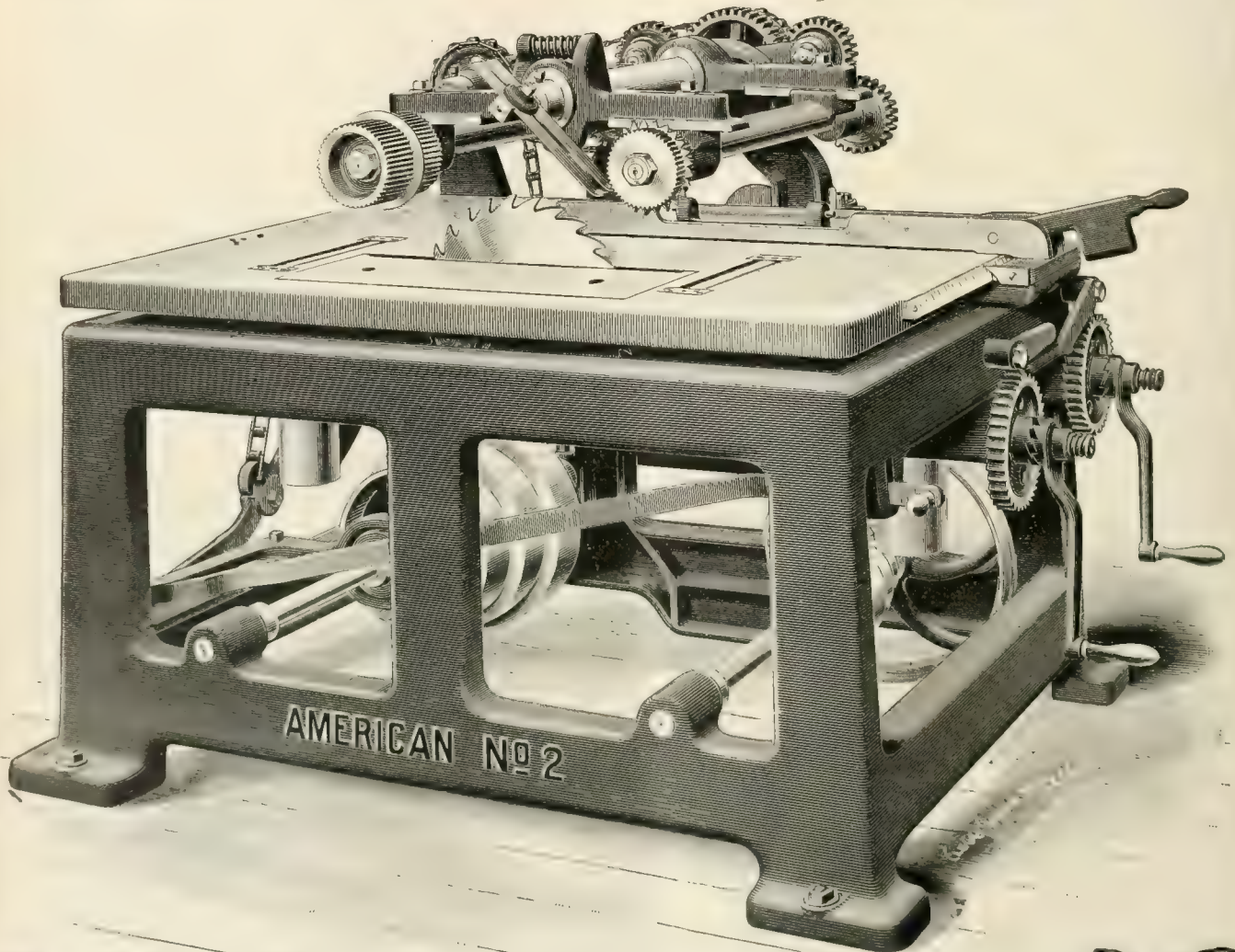


# American No. 2 Self-Feed Rip Saw Table

A Heavy Rigid Tool.  
Capacity, 26" wide by 6" thick.  
Powerful feed. Upper rolls adjustable.  
Can be set close to a 10" saw and  
expanded to take in a 20" saw.



Investigate. Write us for details.



**American  
Wood Working Machinery Co.**

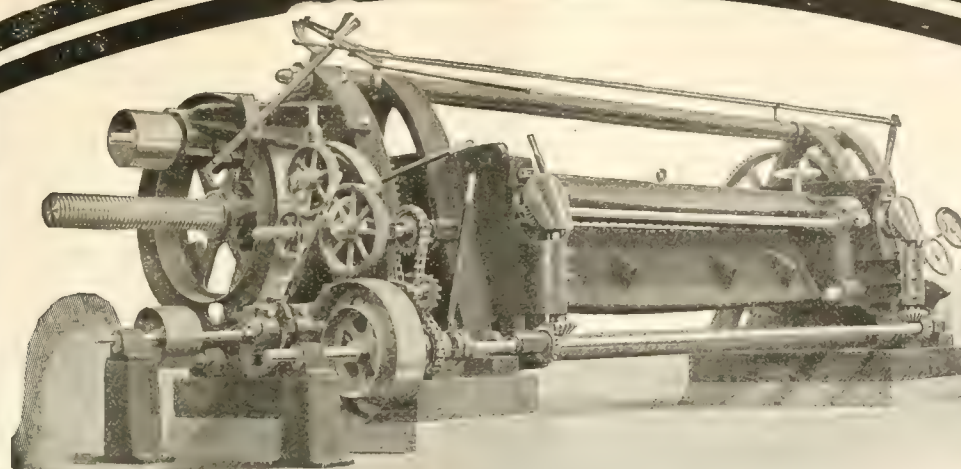
New Orleans

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## THE Coe Standard Rotary Veneer Cutter

Is the best for all purposes. With it you can cut any stock from the finest furniture veneer to heavy crate and box stock. It will cut equally well veneer 1-120 inch in thickness or 1-2 inch. It has 25% greater cutting capacity than any other machine. The COE Cutters are the heaviest built, averaging 33 1-3% more in weight than any others. This



means perfect stock, because there is no vibration, every pound of metal being distributed to produce the greatest strength and

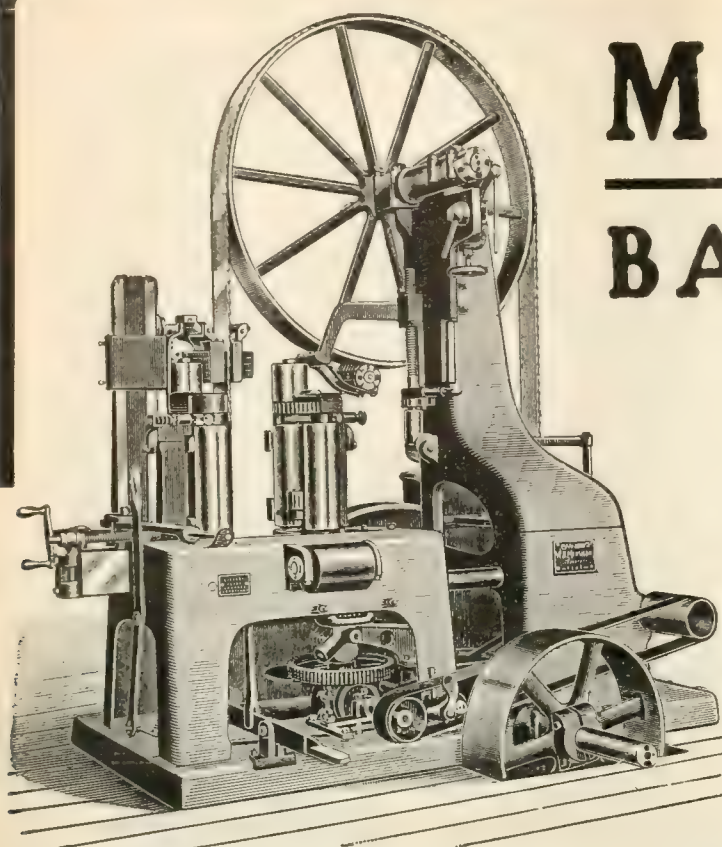
rigidity. Our machines have every known appliance for the rapid and economical production of veneer, and among them are many which can only be found on our cutters.

They are built in sixty different styles and sizes to handle any known timber and to cut any kinds of stock. We have over 1,500 of these machines in operation all over the world, and they have been twice awarded the **GRAND PRIZE** at international exhibitions. We carry all sizes in stock and can make immediate deliveries. If you are interested in veneer cutting or drying, write at once for our new catalog No. 5. It is the finest book on this subject ever issued.

**THE COE MANUFACTURING COMPANY**

105 BERNARD STREET  
PAINESVILLE, OHIO





# MERSHON

NEW STANDARD 60-INCH

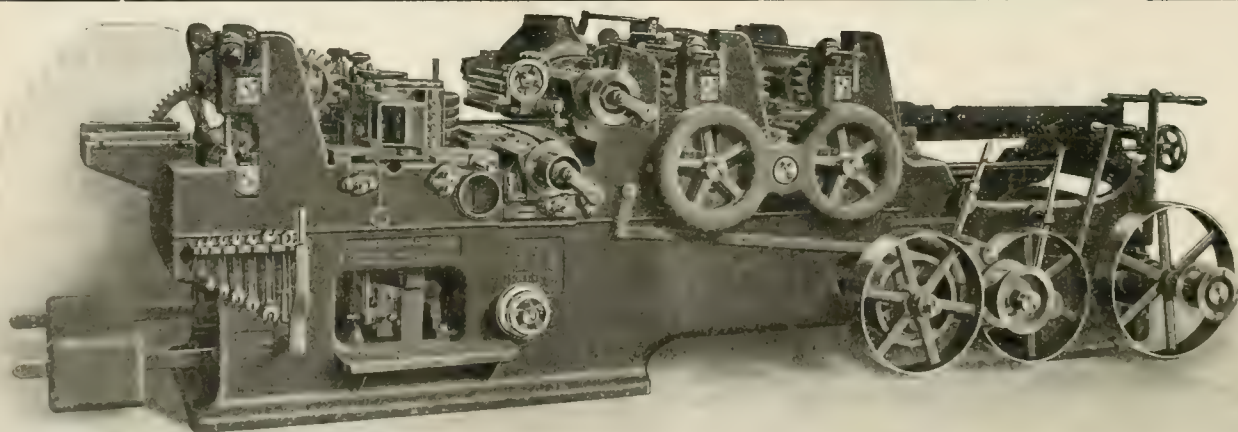
## BAND-RESAW

An extra heavy, simply constructed and powerful machine, especially adapted to resawing green hardwood cants, unedged plank, or for medium to extra heavy planing mill resawing.

**The Mershon Company**  
SAGINAW, MICHIGAN

Illustrated Catalogue of Our Complete  
Line of Band Resaws, Pony Band  
Mills and Band Edgers on Request.

NEW STANDARD 60-INCH BAND-RESAW



### NO. 24. SPECIAL FAST FEED PLANER AND MATCHER

THE LATEST TYPE OF FAST FEEDERS

**Contains:**—Our PATENT ADJUSTABLE WEDGE PLATEN—a device for instantly changing the cut, distributing it between the top and bottom heads as desired, without altering the finished thickness or location of matching; BELT-RELEASING DEVICE (patent pending), provides for instantly releasing or tightening all belts simultaneously, with independent means for tightening all belts; especially advantageous for removing bottom head and releasing strain on belts when machine is idle; facilitates use of endless belts; automatic binders prevent the side head belts from climbing or chafing even when working narrow stock; PATENT ADJUSTABLE GAUGES for setting the knives without measuring, absolutely accurate; PATENT SIDE WING BOXES, a new type of self-oiling, self-adjusting clamp boxes.

BUILT TO WORK 8", 15", 24" OR 30" WIDE BY 6" THICK. ALSO BUILT WITH FIVE HEADS.

**S. A. WOODS MACHINE CO., BOSTON, MASS.**

WOOD WORKING MACHINERY

R. B. DUNSMORE, WESTERN MANAGER,

811 RAILWAY EXCHANGE, CHICAGO, ILL.



# W. H. DAWKINS LUMBER CO.

MANUFACTURERS OF

Band Sawed  
**YELLOW  
POPLAR**

Ashland, Ky.

*Ingram Lumber Co.*  
WAUSAU, WIS.

**BASSWOOD, BIRCH**

*We will cut four million feet of each annually  
::: Your inquiries and orders solicited :::*

*Mill and Yards at INGRAM, WISCONSIN*

**C. P. CROSBY,** RHINELANDER, WIS.

**Wholesale Hardwood Lumber**

Hard Maple a Specialty in all thicknesses from 1 inch to 4 inch.  
Finest Birch in Wisconsin. Black Ash, Rock Elm,  
Soft Elm, Red and White Oak.

**DIFFICULT AND MIXED ORDERS A SPECIALTY**

Marshfield **VOLLMAR & BELOW** Wisconsin

**BASSWOOD, BIRCH**

and other Wisconsin Hardwoods

— Let us know what you are in the market for —

**Wistar, Underhill & Co.,**

— WHOLESALE —  
**HARDWOOD LUMBER**

816 Real Estate Trust Building, PHILADELPHIA.

BALTIMORE, MARYLAND **E. E. PRICE** BUYER AND EXPORTER OF

**HARDWOODS  
POPLAR and LOGS**

I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited.

— THE —  
**KENTUCKY LUMBER & VENEER CO.**  
**HARDWOOD MANUFACTURERS**

Post Office and Band Mill,  
ROBBINS, KY.

Shipping Point and Telegraph Office,  
JACKSON, KY.

**SPECIALTIES:**

**PLAIN WHITE OAK  
YELLOW POPLAR**

**OAK PLANKING  
RAILROAD TIES**

We manufacture all the lumber we sell from original forest timber. Therefore the lengths and widths are good. All logs are manufactured in ten to thirty days after being felled, insuring bright, new stock, free of sap worms and rot.

**WRITE OR WIRE FOR PRICES.**

**THE NEW BUCKEYE IMPROVED SAW MILL**



Five sizes, stationary and portable. Has the essential points of a portable mill. Built on scientific principles. Quickly taken up and reset. Easy running. Feed changed in an instant while going through a log, from  $\frac{3}{4}$  to 6 in. No feed belts to slip and wear out. Sold on its merits. Also stationary and portable engines. Write for particulars and catalogue to

**ENTERPRISE MANUFACTURING CO.,** COLUMBIANA, OHIO

**JAMES THOMPSON & COMPANY**

Wholesale

**Southern Hardwoods**  
Cottonwood, Gum and Cypress a Specialty

MILLS:  
Arkansas Mississippi Louisiana

Office, Randolph Bldg.,  
**MEMPHIS, TENN.**

J. H. SCHOFIELD

R. W. SCHOFIELD

**SCHOFIELD BROTHERS  
WHOLESALE LUMBER**

Hardwoods a  
Specialty.

1020-22 Pennsylvania Building  
PHILADELPHIA





# WISCONSIN



## NORTHERN STOCK

Hemlock  
Birch  
Basswood  
Rock Elm  
Soft Elm  
Ash  
Oak

## SOUTHERN STOCK

Quartered White and Red  
Oak  
Plain White and Red Oak  
Sycamore  
Poplar  
Cypress  
Gum

## PAGE & LANDECK LUMBER CO.

Wells Building - - - MILWAUKEE, WIS.

MIXED CARS - EVEN GRADES - PROMPT SHIPMENT

## Wisconsin Hardwoods

### SPECIAL OFFERINGS:

1" No. 1 COMMON & BETTER BIRCH (Red in)  
1" No. 1 COMMON & BETTER BASSWOOD  
1" No. 1 COMMON & BETTER HARD MAPLE  
ALSO ELM, PINE, CEDAR PRODUCTS,  
AND "SHAKELESS" HEMLOCK.

John R. Davis Lumber Company, Phillips, Wis.

## STEINMAN LUMBER COMPANY

MILWAUKEE : : : WISCONSIN

Wisconsin and Southern  
**HARDWOODS**  
**MAHOGANY**

WE MAKE A SPECIALTY OF THICK MICHIGAN HARD MAPLE

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, - - - WISCONSIN

Saw and Planing Mill at Atlanta, near Bruce, Wis., on Soo Lines.

Manufacturers

## Wisconsin Hardwoods

PINE AND HEMLOCK

WRITE US FOR PRICES ON

1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH.  
1 INCH NO. 1 AND NO. 2 BASSWOOD.

1½ INCH RED BIRCH.  
RED BIRCH FLOORING.

## North Western Lumber Co.

GENERAL OFFICES: EAU CLAIRE, WIS.

MILLS AT STANLEY, WIS.

**BAND SAWED**

## Wisconsin Hardwoods

CAREFUL GRADINGS PROMPT SHIPMENTS

SPECIALTIES:

Inch No. 2 Common Birch

Inch No. 3 Common Birch

## WAGSTAFF LUMBER OSHKOSH

FINE STOCK OF THE VERY BEST WISCONSIN BIRCH  
ASK ME ABOUT ANY OTHER WISCONSIN HARDWOODS

## THE NASH LUMBER COMPANY

SHIPPING POINT

- GLIDDEN, WISCONSIN

4-4 and 8-4 No. 2 Common BASSWOOD  
4-4 and 8-4 No. 3 Common BASSWOOD

SHANAGOLDEN

WISCONSIN

## WISCONSIN HARDWOOD LUMBER

We have a good assortment of Wisconsin Hardwood  
Lumber, but just now we specially wish to move

1 inch Common Plain Birch.

1 inch Common and Better Curly Birch.

2 inch Log Run Soft Elm.

On which we will name attractive  
prices for prompt shipments.

## R. CONNOR COMPANY,

General Office

MARSHFIELD, WIS.



# CLEVELAND

## HARDWOOD

—DISTRIBUTING CENTER OF—

### NORTHERN OHIO

## THE KING & BARTLES LUMBER CO.

CLEVELAND, OHIO

## HARDWOODS

We are selling agents for the Kentucky Saw Mill Company, of Jackson, Ky., manufacturing Poplar and Oak exclusively.

## MARTIN-BARRISS COMPANY

Importers and Manufacturers  
**MAHOGANY**  
—AND FINE—  
**HARDWOODS**

## Hardwood Board Rules

FOR  
HARDWOOD  
LUMBERMEN

Best Goods—Prompt Shipment.

SEND YOUR ORDERS TO THE

HARDWOOD RECORD, 355 Dearborn Street.



## CHICAGO & EASTERN ILLINOIS RAILROAD

The newest and most modern railroad between

## CHICAGO and ST. LOUIS

Trains arrive at and leave from the La Salle Street Station on the Elevated Loop and in St. Louis, the Union Station

TICKET OFFICES

91 Adams St., Chicago

900 Olive St., St. Louis

## THE ROBERT H. JENKS LUMBER COMPANY

The following Poplar is located at Sattes W. Va., and is over one year old, dry:

57,000 feet 1 inch 1' and 2, 7 to 17 inches wide.  
67,000 feet 1 inch 1 and 2, 18 to 23 inches wide.  
20,000 feet 1½ inch 1 and 2.  
10,000 feet 1½ inch 1 and 2.  
20,000 feet 2 inch 1 and 2.  
12,500 feet 3 inch 1 and 2, 12 inches and under.

### SOUND WORMY CHESTNUT

460,000 1 inch, 110,000 1½ inch.  
180,000 2 inch, 60,000 1½ inch.

**Quartered White and Red Oak.**—We have a good assortment of dry stock, ¾ to 4 inches thick. Your inquiries solicited.

**Plain White and Red Oak.**—A limited amount of nice stock, ready for shipment.

## —New— HARDWOOD LUMBER —Operations—

*We have been nine months building railroad, buildings, mill, etc., to cut our fine boundary of virgin West Virginia timber located on Twenty Mile at Vaughan, W. Va. It is now ready. It is a dandy. Think it is as good as any in the United States. We solicit inquiries from anyone requiring material cut from such timber.*

## THE ADVANCE LUMBER CO.





# INDIANA



WHERE THE BEST HARDWOODS GROW

THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

White Ash

Poplar

Black Walnut

Cherry

Sycamore

Red Gum

Hickory

Beech

Maple

Veneers of

Indiana Hardwoods

## YOUNG & CUTSINGER

Manufacturers and Wholesalers

Our Specialty Fine Figured Quartered Oak

EVANSVILLE, IND.

## CHARLES H. BARNABY

Manufacturer of Band Sawed Hardwoods

Quarter Sawed Indiana White Oak a Specialty

GREENCASTLE, IND.

## D'HEUR & SWAIN LUMBER CO.

Manufacturers and Wholesalers

Our Specialty Quartered Oak and Sycamore

SEYMOUR, IND.

## LONG-KNIGHT LUMBER CO.

MANUFACTURERS AND DEALERS

Quarter Sawed White and Red Oak a Specialty

INDIANAPOLIS, IND.

## MALEY & WERTZ

Manufacturers, Wholesalers and Exporters of Hardwood Lumber

EVANSVILLE, IND.

## NO. VERNON PUMP & LBR. CO.

MANUFACTURERS AND DEALERS

Would Like to Figure on Your Hardwood Requirements

Send for Stock List

NORTH VERNON, IND.

## PERRINE-ARMSTRONG CO.

Long Timber up to 60 feet—Hardwood Specialties

The largest Band Mill in Indiana.

FORT WAYNE, IND.

## J. V. STIMSON

All Kinds of Hardwood Lumber Manufactured

HUNTINGBURG, IND.



# PITTSBURG

HARDWOOD  
DISTRIBUTING CENTER OF  
PENNSYLVANIA

## Babcock Lumber Co.

MANUFACTURERS OF  
PENNSYLVANIA  
HARDWOODS  
19,000,000 FEET ANNUALLY

LONG ON 6-4  
HARD MAPLE

MILLS AND OFFICE  
ASHTOLA, PA.

OAK  
POPLAR  
CHESTNUT

Our  
Specialties

GET OUR PRICES BEFORE BUYING

American Lumber & Mfg. Co.  
PITTSBURG, PA.

TENNESSEE STOCK - National Hardwood Grading Rules Used

## The Nicola Brothers Company

One million feet 4-4 Bay Poplar.  
Can be shipped log run, or sold  
on grade. Bone dry; band  
sawed. Send your inquiries.

## Flint, Erving & Stoner Co.

WHOLESALE

# LUMBER

Northern and Southern Hardwoods

## A. M. Turner Lumber Company

Everything in lumber. We buy hardwoods  
as well as sell them. If you have anything  
to offer, please submit same to us. : :

## LINEHAN LUMBER COMPANY

# Hardwoods

SPECIALTIES--OAK  
POPLAR AND CHESTNUT



## FRAMES FOR HARDWOOD RECORD PORTRAIT SUPPLEMENTS,

Complete with backing, but without the glass, made from Flemish Oak, are to be  
had delivered by express, charges prepaid to any point east of the Missouri river, at  
50 cents each; or at the HARDWOOD RECORD office, at 30 cents each.

Prepay orders with 2 cent stamps or postal notes, addressed,

HARDWOOD RECORD, 355 Dearborn St., CHICAGO







# GRAND RAPIDS

LEADING HARDWOOD LUMBER MARKET  
OF MICHIGAN

REPRESENTATIVE MANUFACTURERS OF  
WHOLESALE OF

## HARDWOODS

### Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

Northern and Southern **Hardwood Lumber**

MAIN OFFICE:

MICHIGAN TRUST CO. BUILDING

### DENNIS BROS.

Manufacturers of

### Hardwood Lumber and Perfect Maple Flooring

Dry Stock at  
Bargain Prices.

1 car 4 1 No. 3 Common Cherry  
1 car 4 1 Birch, No. 2 Common and Better  
1 car 4 1 Birch, No. 2 Common and Better  
1 car 4 1 Birch, Red Curly  
15 cars 1 1 Basswood, No. 2 Common and Better  
4 cars 5 1 Basswood, No. 1 Common and Better  
2 cars 1 Basswood, No. 1 Common and Better

Main Office: 205-209 Michigan Trust Co. Bldg.

### Nichols & Cox Lumber Co.

GRAND RAPIDS

### NORTHERN AND SOUTHERN HARDWOODS

Hardwood Flooring, Crating Stock, Kiln Drying

Mills and Office: GODFREY AVE. AND CURVE ST.

### Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK

AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

Michigan Elm, Birch, Ash and Basswood

### GIBBS & HALL, MANUFACTURERS AND DEALERS IN Hardwood Lumber

WE DESIRE TO MOVE THIS DRY STOCK AT ONCE

200 M ft. 4 1 H. Maple 1st and 2nd 100 M ft. 4 1 S. Maple No. 1 C. & B.  
200 M ft. 4 1 H. Maple No. 2 C. & B. 100 M ft. 4 1 H. Maple No. 2 C. & B.  
200 M ft. 4 1 H. Maple No. 2 C. & B. 100 M ft. 4 1 H. Maple No. 2 C. & B.  
200 M ft. 4 1 H. Maple No. 2 C. & B. 100 M ft. 4 1 H. Maple No. 2 C. & B.

QUOTATIONS MADE PROMPTLY.

### DUDLEY LUMBER COMPANY

NORTHERN AND SOUTHERN HARDWOODS

Special Offer on

100,000 ft. 4 1 Hard Maple 100,000 ft. 12 1 Hard Maple  
100,000 ft. 4 1 Hard Maple 100,000 ft. 11 1 Hard Maple  
100,000 ft. 4 1 Soft Maple 100,000 ft. 10 1 Hard Maple  
100,000 ft. 10 1 Hard Maple Southern Oak a Specialty

### J. F. Quigley Lumber and Land Co.

We carry Complete Stock, all Kinds, Grades  
and Thicknesses in our Grand Rapids yards.

MIXED CARS AND PROMPT SHIPMENTS SPECIALTIES

### WAGNER & ANGELL

WANTED

Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

FOR SALE

All of the above items and Red Cedar, Redwood and White Cedar, Shingles  
and Posts

### VAN KEULEN & WILKINSON LUMBER COMPANY

Manufacturers and Wholesalers of

HARDWOOD LUMBER and CRATING STOCK

FOR SALE

Complete Stocks of Michigan Hardwoods—Maple, Beech, Birch,  
Elm, Ash and Basswood.

WE WANT TO MOVE SOME

### Beech and Basswood

LONGFELLOW & SKILLMAN LUMBER CO.

Our Motto: "Prompt Shipments."

Correspondence Solicited.

### Wood-Mosaic Flooring Company

400 STYLES

ORNAMENTAL

### Hardwood Floors

Write for Catalogue

Rochester, N. Y.

New Albany, Ind.

TRADE



MARK.

If You Are Seeking a Location for a Sawmill or Wood  
Working Factory, or for Timber or Coal Lands.

The City of the Territory of Colorado R. R. Co. has  
opportunities in the South for the purchase of land.  
The company is interested in the purchase of land  
for the purpose of establishing a sawmill and a  
coal mine. For further information address  
T. A. ROUSSEAU, Chief Clerk Traffic Department.



## Charles S. Wentworth & Co.

WHOLESALE LUMBER MERCHANTS

147 Milk Street  
BOSTON

We are in the Market for POPLAR, PLAIN OAK, CYPRESS and NORTH CAROLINA PINE LUMBER; also OAK, MAPLE and BIRCH FLOORING, and would appreciate correspondence from manufacturers in position to supply any of the stock named.

## JONES HARDWOOD COMPANY

147 Milk Street, Boston

WRITE US

## C. F. Luehrmann Hardwood Lumber Co.

Largest Manufacturers and Exporters of  
**SATIN WALNUT**

Always in the market  
for HARDWOODS.

Office and Yards:  
148 Carroll Street, ST. LOUIS, MO.

## PLUMMER LUMBER COMPANY

COMPLETE STOCKS OF  
POPLAR, CYPRESS, ASH

Write us.

Hall Street, between Dock and Branch, ST. LOUIS, MO.

## GENERAL LUMBER COMPANY HARDWOODS

HEMLOCK, YELLOW PINE.

BRUNSON BUILDING

COLUMBUS, OHIO

## "ACORN BRAND" OAK AND BEECH FLOORING

The "Aristocrat" of Its Kind.

Made in Nashville, Tenn., the Home of Oak Flooring.

**NASHVILLE HARDWOOD FLOORING COMPANY**

WE ARE ALWAYS IN THE MARKET FOR



## HARDWOOD LUMBER

PLAIN AND QUARTERED

**O A K**

A SPECIALTY

WE BUY MILL CUTS

**SOUTHERN OAK LUMBER CO.**

707 Chamber of Commerce

**CHICAGO**

## JOHNSON & KNOX — LUMBER CO.

312-313 Chamber of Commerce  
Building, CHICAGO.

Wholesale Dealers In

## NORTHERN & SOUTHERN HARDWOODS

FOR SALE.

250 M feet 6-4 inch Log Run Soft Elm.  
200 M feet 4-4 inch Common Yellow Cottonwood.  
50 M feet 3 inch C. and B. Soft Elm.  
50 M feet 3 inch Log Run Soft Elm.  
200 M feet 4-4 inch No. 1 Common Quartered White Oak.  
100 M feet 4-4 inch No. 1 Common Quartered Red Oak.  
100 M feet 4-4 inch Log Run Poplar on grades.  
250 M feet 4-4 inch Common Sap Gum.

WE WANT.

3 inch Log Run Birch.  
2 inch, 2½ inch and 3 inch 1st and 2nd Hard Maple.  
1x12 and 1x14 Yellow Cottonwood Box Boards 12 feet.  
1x18 to 1x17 Yellow Cottonwood Box Boards 12 feet.  
4-4 inch Shipping Cull Gum.  
4-4 inch 1st and 2nd Plain and Quartered Red and White Oak.



CHICAGO

THE GREATEST HARDWOOD MARKET  
===== IN THE WORLD =====

REPRESENTATIVE

HARDWOOD DEALERS

## HAYDEN &amp; LOMBARD

## Want to Buy for Prompt Shipment

100 M feet 1 1/2" log run Birch resawed, green or dry.  
 100 M feet 2 1/4, 2 1/2, 3 or 4" 1s and 2s White Oak,  
 green or dry.  
 100 M feet 2 1/2" and 3" x 5 1/4" White Oak Reaches,  
 green or dry.  
 100 M feet Poplar Box Boards, regular widths, also  
 15" to 17" dry.  
 100 M feet Freight Car Material White Oak.  
 1000 M Street Car and Standard Railway Ties, White  
 Oak and mixed.  
 50 M feet 1 x 13 to 17" 12, 14 and 16' Cottonwood Box  
 Boards.  
 50 M feet 1 x 8 and 10"—10 to 16' 1s & 2s Basswood.  
 1000 M feet 2" Yellow Pine and Norway Car Decking.

511 RAILWAY EXCHANGE CHICAGO

## FINK-HEIDLER CO.

Wholesale Dealers in

## HARDWOOD LUMBER

We Carry a General Line of Hardwoods.  
 Kiln Dried Lumber Constantly in Stock.

Telephones { 744  
 Canal: { 763

YARDS { Ashland Ave.  
South of 22nd St.

## CLARENCE BOYLE LUMBER CO.

WHOLESALE DEALERS IN

HARDWOODS  
YELLOW PINE  
and CYPRESS

319 West Twenty-Second Street, : CHICAGO

FRANK M. CREELMAN, RAILWAY EXCHANGE,

-----WHOLESALE-----

## Northern and Southern Lumber

CAR LOTS, BARGE LOTS, CARGO LOTS OR MILL CUTS FOR FUTURE SHIPMENTS,  
ANNUAL CONTRACTS OR IMMEDIATE REQUIREMENTS.

The only trade paper reaching all  
 classes of hardwood consumers is

HARDWOOD RECORD  
 355 Dearborn St., Chicago

FRED W. BLACK, President

HORACE W. BLACK, Secretary

## FRED W. BLACK LUMBER COMPANY

MANUFACTURERS OF

## HARDWOOD LUMBER

300 Old Colony Building

## W. O. KING &amp; COMPANY

: : : WHOLESALE : : :

## HARDWOOD LUMBER

LOOMIS STREET BRIDGE

FRANK R. CRANE

FRED D. SMITH

## F. R. CRANE &amp; COMPANY

WHOLESALE DEALERS IN

## HARDWOOD LUMBER

OFFICE AND YARDS: 440-462 N. BRANCH ST.

Will pay cash for all kinds of Hardwood Lumber and dry stock, and make inspection  
 at point of shipment if desired. Send Us Your Stock List.

I AM IN THE & HARDWOOD LUMBER  
MARKET TO BUY

Can handle the cut of one or two good mills  
 on a cash basis. Send me your stock list.

## CHAS. DARLING

Room 409. Merchants' Loan and Trust Building.

## Lesh &amp; Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH,  
 etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK,  
 POPLAR, etc., from our Memphis yard. We are constant buyers.

## RYAN &amp; McPARLAND

ALL KINDS OF

## HARDWOOD AND WAGON STOCK

Write us before selling. If in the market to buy we can interest you.

Office and Yards: Corner Robey Street and Blue Island Avenue

## A. R. VINNEDGE LUMBER CO.

WHOLESALE DEALERS IN  
HARDWOOD LUMBER134 Monroe Street  
CHICAGOWe are buyers of both Northern  
and Southern Hardwoods

## NATIONAL LUMBER MFG. CO.

1019 ASHLAND BLOCK

Manufacturers  
of . . .

Southern Hardwoods

Oak, Poplar, Hickory, Ash, Cottonwood, Gum, Etc.

BAND MILLS { Smithfield, W. Va.  
Jackson, Ala.CIRCULAR MILLS { Kentucky  
Tennessee



# CINCINNATI

THE GATEWAY OF THE  
SOUTH

## BENNETT & WITTE

MANUFACTURERS OF SOUTHERN HARDWOODS

We sell on National Hardwood Lumber Association Inspection  
**Plain and Quartered White and Red Oak,  
Cottonwood, Ash, Elm, Cypress, Plain  
and Quartered Red and Sap Gum.**

**SPECIAL**  
**2,000,000 feet 4 1/4 and 5 1/4 Box Common  
Cottonwood. We cut in thicknesses from  
3/8 to 4 in. Export and Domestic Trade.**

Branch:  
MEMPHIS, TENN.

224 W. 4th St.  
CINCINNATI, OHIO

IN THE MARKET FOR

## OAK—ASH—POPLAR

ALL GRADES AND THICKNESSES

## MOWBRAY & ROBINSON

Office:  
1219 West Sixth Street

Yards:  
Sixth Street, below Harriet

## Lumbermen, Attention!

If you own any timber or timber lands.  
If you are contemplating buying or selling any timber or timber lands.  
If you want your stumpage accurately estimated.  
If you want an exact survey or map of your property.  
If you want advice in any logging or lumbering proposition.  
Write to us and find out what we can do for you.  
We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

**C. A. Schenck & Co.** **BILTMORE,**  
**Consulting Forest Engineers** **NORTH CAROLINA**

## Timber Opportunities

INVESTIGATE the Hardwood Lumber opportunities in Virginia, West Virginia and North Carolina. The territory tributary to the



offer exceptional openings for the manufacturer of Pine, Gum, Oak, Poplar and other soft and hardwood lumber, excellent shipping facilities and markets for them and for Wooden Ware, Crates, Baskets, Box Shooks and other material. Write to-day for further information to

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**WALNUT, PLAIN AND QUARTERED OAK, ASH,  
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Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades, especially 1 1/2-inch stock, for immediate shipment.

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Poplar, Oak,  
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W. Va. Spruce,  
Pine and Elm

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We would like to buy  
**2,000,000 feet Dry Oak**  
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Mostly heavy stock. Quotations Solicited.

MILLS AND YARDS  
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YEARLY CAPACITY  
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LONG BILL STUFF  
A SPECIALTY

## PLAIN OAK—BASSWOOD

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## WM. H. & G. S. STEWART

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OUR QUARTERED OAK IS WIDE, LONG AND OF EVEN COLOR

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Manufacturers

**BAND SAWED  
POPLAR LUMBER**

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares

Specialty, Wide Stock.

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Main Office: COLUMBUS, OHIO

# YELLOW POPLAR

White Oak, Basswood, Chestnut, Ash, White Pine and Hemlock

Stock All Band Sawed,  
Square Edged,  
Equalized.

**We Want Your Business**

Dry Kilns, Planing Mills,  
Dressed Stock, Bevel  
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=====Old Fashioned=====

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Old Firm=====New Mill=====Correct Grades

5-8 and Wide Stock Specialties.

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# Hardwood Record

Tenth Year.  
Semi-monthly.

CHICAGO, NOVEMBER 10, 1905.

Subscription \$2.  
Single Copies, 10 Cents.

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GROWN IN  
WEST VIRGINIA

Sold by  
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Offices: Philadelphia, Pa.

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### THICK MAPLE

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"Thick  
"Maple  
"Folks."

All Michigan  
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Poplar Squares, Red Cedar, Plain Red Oak, Quartered Red Oak,  
Plain White Oak, Quartered White Oak, White Oak Bill Stuff.

802 Harrison Building, PHILADELPHIA, PA.

1 Madison Avenue, NEW YORK

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The Rhinelander lumber conflagration occurred on October 4th. The adjustment was completed October 14th. Our drafts were mailed October 14th. The lumber insurance companies and allied reinsuring organizations contributed \$45,500 to the big Wisconsin loss.

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TOLEDO FIRE & MARINE INS. CO.  
Sandusky, Ohio

LUMBER INSURANCE COMPANY OF NEW YORK  
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# BRIGGS & COOPER COMPANY, Ltd.

SAGINAW, MICHIGAN

## Manufacturers Northern and Southern Hardwoods

LET US QUOTE YOU ON THE FOLLOWING SPECIAL STOCKS

4-4 to 8-4 selected End Dried White Maple .....	150,000 ft.	4-4 and thicker selected Red Birch .....	100,000 ft.
4-4 to 8-4 selected White Basswood .....	100,000 ft.	4-4 to 8-4 Birdseye Maple .....	50,000 ft.

ALSO FROM OUR COMPLETE LINE OF HARDWOODS

4-4 to 12-4 No. 1 common and better Michigan Soft Grey Elm .....	1,000,000 ft.	4-4 to 16-4 Birch, seasoned or sawed to order .....	300,000 ft.
4-4 to 12-4 Winter Sawn Michigan Basswood .....	325,000 ft.	4-4 and thicker Beech, seasoned or sawed to order .....	100,000 ft.
4-4 to 24-4 Michigan Hard Maple, seasoned or sawed to order .....	3,000,000 ft.	4-4 and thicker Red Gum, seasoned or sawed to order .....	1,500,000 ft.
4-4 to 16-4 Brown and White Ash .....	250,000 ft.	4-4 and thicker Cottonwood, seasoned or sawed to order .....	400,000 ft.
4-4, some thicker, Plain Red and White Oak .....	500,000 ft.	4-4 to 8-4 Hemlock and Hemlock Timbers .....	2,000,000 ft.
4-4, some thicker, Quartered Red and White Oak .....	280,000 ft.	Complete stock of first quality 16" and 18" Michigan White Cedar Shingles	

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MEMPHIS

### DRY LUMBER

At  
Our

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Prompt  
Delivery

**QUARTERED WHITE OAK.**  
75,000 ft. 4/4 firsts & seconds.  
18,000 ft. 5/4 firsts & seconds.  
15,000 ft. 6/4 firsts & seconds.  
15,000 ft. 8/4 firsts & seconds.  
**30,000 ft. 2 1/2 and 3 in. firsts  
and seconds.**  
150,000 ft. 4/4 No. 1 common.  
30,000 ft. 5/4 No. 1 common.  
40,000 ft. 6/4 No. 1 common.  
22,000 ft. 8/4 No. 1 common.  
**20,000 ft. 2 1/2 and 3 in. No. 1  
common.**  
12,000 ft. 4/4 cull.  
**QUARTERED RED OAK.**  
14,000 ft. 4/4 firsts & seconds.  
18,000 ft. 5/4 firsts & seconds.

8,000 ft. 6/4 firsts & seconds.  
5,000 ft. 8/4 firsts & seconds.  
38,000 ft. 4/4 No. 1 common.  
12,000 ft. 5/4 No. 1 common.  
7,000 ft. 6/4 No. 1 common.  
3,000 ft. 8/4 No. 1 common.  
**PLAIN WHITE OAK.**  
80,000 ft. 4/4 firsts & seconds.  
7,500 ft. 5/4 firsts & seconds.  
9,000 ft. 6/4 firsts & seconds.  
22,000 ft. 8/4 firsts & seconds.  
8,000 ft. 10/4 firsts & seconds.  
18,000 ft. 12/4 firsts & seconds.  
127,000 ft. 4/4 No. 1 common.  
20,000 ft. 5/4 No. 1 common.  
30,000 ft. 6/4 No. 1 common.  
50,000 ft. 8/4 No. 1 common.  
8,500 ft. 10/4 No. 1 common.  
12,000 ft. 12/4 No. 1 common.

ALL THICKNESSES IN CULL POPLAR, ASH, CHESTNUT

**CHERRY.**  
1 car Log Run.

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47,000 ft. 4/4 firsts & seconds.  
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9,000 ft. 6/4 firsts & seconds.  
17,000 ft. 8/4 firsts & seconds.  
31,000 ft. 4/4 No. 1 common.  
24,000 ft. 5/4 No. 1 common.  
14,000 ft. 6/4 No. 1 common.  
29,000 ft. 8/4 No. 1 common.

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1 car 4/4 firsts & seconds.  
3,000 ft. 5/4 firsts & seconds.  
15,000 ft. 6/4 firsts & seconds.  
20,000 ft. 8/4 firsts & seconds.  
7,000 ft. 10/4 firsts & seconds.  
7,000 ft. 12/4 firsts & seconds.

4,000 ft. 16/4 firsts & seconds.  
50,000 ft. 4/4 common.  
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20,000 ft. 6/4 common.  
15,000 ft. 8/4 common.

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60,000 ft. 4/4 firsts & seconds.  
42,000 ft. 5/4 firsts & seconds.  
17,000 ft. 6/4 firsts & seconds.  
58,000 ft. 8/4 firsts & seconds.  
3,000 ft. 10/4 firsts & seconds.  
17,000 ft. 12/4 firsts & seconds.  
6,000 ft. 16/4 firsts & seconds.  
90,000 ft. 4/4 No. 1 common.  
26,000 ft. 5/4 No. 1 common.  
18,000 ft. 6/4 No. 1 common.  
31,000 ft. 8/4 No. 1 common.  
12,000 ft. 10/4 No. 1 common.  
8,000 ft. 12/4 No. 1 common.

Your Inquiries Would Be  
Appreciated.

**W. P. BROWN & SONS LUMBER CO.**

**WHOLESALE HARDWOODS**  
LOUISVILLE, KY.

### Ornamental Hardwood Floors

400 STYLES AND PATTERNS

Illustrated Catalog on Application

**WOOD-MOSAIC FLOORING CO.**

Rochester, N. Y.

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Our Specialty for Twenty-five Years

## RED GUM

25,000,000 feet per year.

Perfect Manufacture. Special Treatment.

Air and Kiln-dried.

Rough, Dressed, Resawed and Worked.

**HIMMELBERGER-HARRISON LUMBER CO.**

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CELEBRATED FOR HIGH STANDARD  
OF QUALITY AND MILL WORK.

## Southern Michigan Hardwoods

### Basswood

4 4 1st and 2nd Clear  
No. 1 Common.  
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### Beech

8 4 No. 2 Common and Better (guaranteed 50 per cent 1st and 2nd Clear.)

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No. 1 Common.  
No. 2 Common.  
No. 3 Common.  
6 4, 8 4 and 12 4 1st and 2nd Clear.

### Maple

6 4 8 4, 12 4 and 16 4 1st and 2nd Clear.

### Selected End Dried White Maple

4 4, 5 4, 6 4 and 8 4 practically all 1st Clear.

If you are looking for first-class stock the above will surely please you.

### Maple and Beech Flooring

The BEST manufactured.

Your inquiries will have immediate attention  
Address:

## Mitchell Brothers Company

## MURPHY & DIGGINS

Offer all grades of the following special dry stock for October:

MAPLE—5/4, 6/4, 8 4, 10 4, 12 4, 14 4, 16 4

GRAY ELM—4 4, 12 4

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LET US FIGURE ON YOUR HARDWOOD WANTS.

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. . . Band Sawn . . .  
Michigan Hardwoods

5,200 feet 4 4 Birds Eye Maple.

50,000 feet 5/4 Maple No. 2 Common and Better.

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125,000 feet 4 4 Nos. 1 and 2 Hemlock 10' to 16'

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AND BEECH FLOORING

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Good assortment of dry stock on hand ready  
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SEND US A LIST OF YOUR REQUIREMENTS.

## Story of the Maple

Told in his inimitable way by Henry H. Gibson, editor of HARDWOOD RECORD. No one is better prepared than he to tell the story, and no one could tell it more entertainingly and at the same time impart so much valuable information. We have just published the second edition of

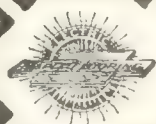
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and we want everyone to have a copy.

Of course we are benefited because the Talks describe the Magnificent Maple Timber in our forests. They also give the reason why "Electric" flooring is reliably good.

Be Friendly

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(INCORPORATED)  
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THE HUB  
OF THE  
HARDWOOD WORLD

## WE PLEASE PARTICULAR PEOPLE

OUR SPECIALTY IS

Quartered Oak, Both White and Red

WE ALSO HANDLE

Plain White and Red Oak, Ash and Gum

SPECIAL ITEMS

12000 ft. 1 1/4 x 10 in. and Wider Choice Quartered White Oak

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## BLANTON-THURMAN CO.

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The kind that cuts up best, works easily and finishes elaborately.

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Mills:  
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**Hardwood Lumber  
Cottonwood and Gum**

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GET OUR PRICES, TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

COTTONWOOD GUM

**WE** have in all thicknesses and sizes the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

### MEMPHIS YARD

Ash .....	1,036,300 feet
Quartered White Oak...	48,500 "
Plain White Oak.....	111,000 "
Quartered Red Oak.....	183,200 "
Plain Red Oak.....	82,500 "
Cypress .....	498,000 "
Cottonwood.....	240,000 "
Poplar .....	359,500 "

### SELMA YARD

Poplar .....	598,500 feet
Bay Poplar.....	545,500 "
Red Gum .....	38,200 "
Cypress .....	420,500 "

### BERCLAIR YARD

Cypress .....	350,000 feet
---------------	--------------

### DELL YARD

Plain Red Oak .....	350,000 feet
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# J. W. Thompson Lumber Co.

Office and Yards: Randolph Road and I. C. R. R.

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# "DEFIANCE" WOOD-WORKING MACHINERY

COMPLETE EQUIPMENTS OF  
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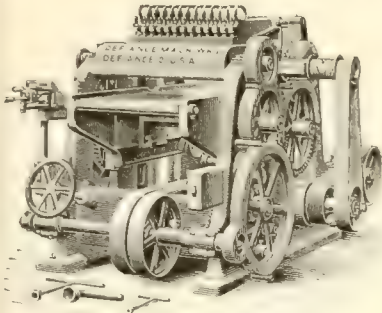
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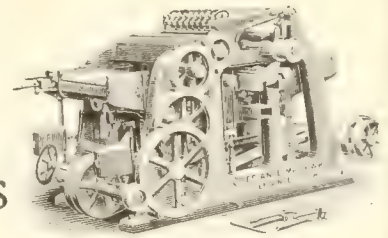
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INVENTED AND BUILT BY  
The DEFIANCE MACHINE WORKS  
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Send for 500 Page Catalogue



26" SINGLE SURFACER.



26" DOUBLE SURFACER.

THE  
**KENTUCKY LUMBER & VENEER CO.**  
HARDWOOD MANUFACTURERS

Post Office and Band Mill,  
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Shipping Point and Telegraph Office,  
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SPECIALTIES:

PLAIN WHITE OAK  
YELLOW POPLAR

OAK PLANKING  
RAILROAD TIES

We manufacture all the lumber we sell from original forest timber. Therefore the lengths and widths are good. All logs are manufactured in ten to thirty days after being felled, insuring bright, new stock, free of sap worms and rot.

WRITE OR WIRE FOR PRICES.

## PLAIN RED OAK

IS SOARING.

We have 1,000,000 ft. of It in Dry Stock

AT OLD PRICES

We can also fill any order for QUARTERED OAK, POPLAR, CHEST-NUT, HICKORY, ASH OR TENNESSEE RED CEDAR. TRY US.

**Love, Boyd & Co.** NASHVILLE,  
TENNESSEE.

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Bedford Building  
CHICAGO

Wholesale Northern and Southern  
**HARDWOODS**

Distributing Yard  
CAIRO, ILL.

JOHN T. DIXON HARRY S. DEWEY

## DIXON & DEWEY

The  
Hardwood  
People

716 & 717-A Flatiron Bldg.  
NEW YORK



H. B. LEAVITT, Prest. B. F. RICHARDSON, V. P. E. H. ADAMS, Secy.

# The Leavitt Lumber Co.

MANUFACTURERS

SOUTHERN AND WISCONSIN HARDWOODS

CHICAGO YARD DRY STOCK ON HAND

1,000,000 feet 1 inch to 1 inch ..... Birch  
 1,000,000 feet 1 inch to 2 inch ..... Basswood  
 1,000,000 feet 3 inch ..... Soft Elm  
 300,000 feet ..... Quartered White Oak  
 300,000 feet ..... Quartered Red Oak  
 500,000 feet ..... Plain Red Oak  
 Besides Gum, Maple, Hickory, Ash and Other Hardwoods.

ALSO 12,000,000 FEET HARDWOOD AND  
 PINE AT FREDERIC, WISCONSIN.

MILLS: FREDERIC, WIS.

Yards and Office:  
Center Ave., near 35th St.

CHICAGO

## THE "FINEST" MAPLE FLOORING

**W. D. YOUNG & CO.**

BAY CITY, MICHIGAN.

Producers from TREE to TRADE of the highest type of Michigan Forest Products. Large stock of Maple Flooring and 15,000,000 feet of Hardwoods—1 to 4 inches thick—on hand.

**Maple, Birch and Beech Lumber**

## THE I. STEPHENSON CO.

MANUFACTURERS OF  
 NORTHERN HARDWOODS  
 AND "IDEAL" STEEL-BURNISHED  
 ROCK MAPLE FLOORING  
 WELLS, DELTA COUNTY, MICHIGAN

We own an extensive hardwood forest area, railroads, sawmills and the largest and best equipped flooring factory in the world. Let us make you quotations

## NOVEMBER STOCK LIST

MAPLE		BIRCH		BASSWOOD	
1 in.	2,000,000 ft.	1 in.	500,000 ft.	1 in.	300,000 ft.
1 1/4 "	100,000 "	1 1/2 "	100,000 "	1 1/4 "	30,000 "
1 1/2 "	400,000 "	2 "	100,000 "	1 1/2 "	50,000 "
2 "	1,000,000 "	2 1/2 "	50,000 "	2 "	75,000 "
2 1/4 "	200,000 "	3 "	75,000 "	3 "	4,000 "
2 1/2 "	500,000 "	ROCK ELM		GRAY ELM	
3 "	500,000 "	2 in.	25,000 ft.	1 in.	300,000 ft.
4 "	400,000 "	2 1/4 "	50,000 "	1 1/2 "	200,000 "
BEECH		WHITE MAPLE		ASH	
1 in.	500,000 ft.	End Piled		1 in.	500,000 ft.
1 1/4 "	250,000 "	1 in.	100,000 ft.		
1 1/2 "	400,000 "	1 1/2 "	20,000 "		
2 "	100,000 "	2 "	50,000 "		
2 1/2 "	200,000 "				

**KELLEY LUMBER & SHINGLE CO., Traverse City, Mich.**

INCORPORATED 1902.

## The Michigan Maple Company

WHOLESALE

**MICHIGAN  
HARDWOODS**

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609-611 Mich. Trust Bldg.,

GRAND RAPIDS, MICH.

## Timber Bonds

SECURED BY FIRST MORTGAGE ON TIMBER LANDS

**H. C. Barroll & Co.**

BANKERS, First National Bank Building, CHICAGO

## OAK FLOORING

Kiln Dried

Bored

Polished



Hollow

Backed

and

Bundled

## Wolverine Brand Maple Flooring

—"THERE IS NONE BETTER"—



It is the same old story, but we want you to know what WOLVERINE BRAND will do for you, and what it will cost you. We want to do this before you place your next order. If we make you quotations, we expect the quality and prices will get your order. TRY US.

**BLISS & VAN AUKEN**

900 S. Niagara St., Saginaw W. S., Mich.



# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXI.

CHICAGO, NOVEMBER 10, 1905.

No. 2.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

FRANK W. TUTTLE, Sec-Treas.

### OFFICES

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephones: Harrison 4960 Automatic 5659

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### General Market Conditions.

The consensus of opinion voiced by the HARDWOOD RECORD market reporters in practically every hardwood center of the United States indicates that the trade never was in as strong condition as it is at the present time.

It seems to be only a question of having the lumber for manufacturers and jobbers to make large sales of practically every variety of American hardwoods. The only thing that militates against business at the present time is the remarkable car shortage. Some railroads are thousands of cars behind on their orders, and even after lumber is loaded from the points of production, the congested condition of the roads is such that it seems impossible to get it delivered with anything like reasonable promptness.

There is every reason to believe that November and December are going to be the two best months ever experienced in the hardwood lumber industry, and that on Jan. 1 there will be the smallest stock of hardwood lumber in first hands ever known in the history of the trade.

Plain oak is still the strongest seller in the market, with the general run of other southern hardwoods a close second. Northern hardwoods, notably maple, birch, basswood and elm, which dragged considerably earlier in the season, are now having a very good sale.

### Hardwood Dimension Stock Meeting.

The HARDWOOD RECORD is pleased to announce that there will be a meeting of hardwood dimension stock manufacturers held at 10 a. m., Tuesday, Nov. 21, in Club Room L 38, Great Northern Hotel, Chicago.

On Nov. 1 the following letter was sent to upwards of 2,000 hardwood manufacturers throughout the United States, seeking to reach everyone interested in hardwood dimension stock:

CHICAGO, Nov. 1, 1905.

Dear Sir: The editor of the HARDWOOD RECORD has been requested by many manufacturers of hardwood dimension stock utilized in the manufacture of wagons, furniture, chairs, etc., to take the initial steps in calling a convention of concerns interested in this line of production, to meet in the city of Chicago, for the following purposes:

1. By mutual conference to establish an estimate of the value of hardwood dimension stock.

2. By mutual agreement to establish a basis of just manufacture and grading.

3. Through acquaintance and deliberation, to arrive at a thorough understanding of the requirements of this business, to the end that it may be placed on a more satisfactory commercial basis.

4. If it be deemed wise, to organize a National Hardwood Dimension Association.

This movement has been brought about by discussion through the columns of the HARDWOOD RECORD by leading producers, by contributors, and by editorials, through which it has been made manifest that the hardwood dimension business is in a very unsatisfactory condition, while naturally it should be a most lucrative pursuit.

You are requested to sign and return enclosed call at once, and to send a representative of your house to the conference, if interested. If not, you will confer a favor by so advising.

It may be explained that the editor of the HARDWOOD RECORD calls this meeting solely from a desire to insure a betterment of commercial conditions incident to the production of dimension stock.

Trusting to have your favorable consideration and co-operation, sincerely yours,

HENRY H. GIBSON, Editor.

The following slip was enclosed with this letter:

Henry H. Gibson, Editor HARDWOOD RECORD, 355 Dearborn Street, Chicago.

You are hereby authorized to attach our name to a call for a meeting of manufacturers of hardwood dimension materials, to be held in Chicago at 10 a. m. on Tuesday, November 21, 1905, with headquarters at the Great Northern Hotel.

The responses have approximated 1,000; in many instances manufacturers receiving the letter were not producers of dimension stock, and therefore not interested in the proposed meeting; but a great many who do make hardwood dimension material have signed and returned the call, or have signified their intention to be present and participate in the deliberations of the meeting. Selected from this number are the following:

Edward L. Davis & Co., Louisville, Ky.  
Earl Palmer, Paducah, Ky.  
J. V. Stimson, Huntingburg, Ind.  
W. H. Pelsue, East Wallingford, Vt.  
Brittingham & Young Company, Madison, Wis.  
W. H. Lyons, Lyons, Ky.  
Albert Kampf, Louisville, Ky.  
Wm. H. White & Co., Boyne City, Mich.  
Bacon Lumber Company, Grand Rapids, Mich.  
G. W. Stiles & Son, Stow, N. Y.  
Cadillac Handle Co., Cadillac, Mich.  
North Vernon Pump & Lumber Company, North Vernon, Ind.  
Pratt Worthington Company, Sacramento, Ky.  
Fullerton-Powell Hardwood Lumber Company, South Bend, Ind.  
Snyder & Bisbee, Athens, Mich.  
Geo. M. Waters, New Palestine, Ind.  
H. R. Scovill Company, Ypsilanti, Mich.  
Freeman Lumber Company, Gleason, Ark.  
Doud Sons & Co., Winona, Minn.  
J. S. Goldie, Cadillac, Mich.  
John R. Davis Lumber Company, Phillips, Wis.  
Houston & Curtis, Chicago, Ill.  
B. F. McMillan & Bro., McMillan, Wis.  
J. E. Reiter, Levering, Mich.

John C. Frey, Lafayette, Ind.  
D. H. Hinkley, Brutus, Mich.  
Charles Bogardus, Pellston, Mich.  
R. G. Jester, Perrysville, Ind.  
J. R. Stewart, Fontanet, Ind.  
O. A. Rowland, Hesperia, Mich.  
G. A. Dwiggs, Fountain City, Ind.  
C. I. Hoyt & Co., Pekin, Ind.  
James Buckley, Brookville, Ind.  
Briggs & Cooper Company, Ltd., Saginaw, Mich.  
J. W. Wells Lumber Company, Menominee, Mich.  
Girard Lumber Company, Menominee, Mich.  
I. Stephenson Company, Wells, Mich.  
Bird & Wells Lumber Company, Wausaukee, Wis.  
South Arm Lumber Company, Marquette, Mich.  
Simmons Lumber Company, Simons, Mich.  
L. Van Winkle, Van's Harbor, Mich.  
Swan-Day Lumber Company, Clay City, Ky.  
U. S. Lumber & Supply Company, Berwick, Pa.  
Cummings Lumber Company, Petersburg, Ind.  
Lunenburg Lumber Company, Richmond, Va.  
D. P. Whisnant, Newark, Ark.  
W. B. Wild, Asheville, N. C.  
H. C. Schneider, Shermerville, Ill.  
H. A. Liberty, Curtiss, Wis.



### To Fellow Manufacturers.

To no class of hardwood dimension manufacturers should the call to a meeting to consider the organization of a hardwood dimension stock association appeal more strongly than to the manufacturers of sawed wagon felloes. Every man engaged in this branch of the dimension business should not only be present, but should seek out and become acquainted with every other manufacturer of sawed wagon felloes. Then they should get together and make a resolution to abolish the habit of selling fifty feet of good clear oak lumber for a dollar. This may not be the exact figure in every case, but it represents the average value of standard farm wagon felloes as they are bought and sold to-day.

It is quite generally conceded by manufacturers, familiar with the sawing of wagon felloes, that this stock has been sold on a lower basis than any other class of oak dimension stuff, either large or small, when due consideration is given to the quality of the material and the cost of manufacture. Convincing proof of the truth of this statement may be had by just a little calculating. Figure out the amount of lumber required to make a set of standard farm wagon felloes; estimate carefully the cost of manufacturing after it has passed the lumber stage and starts into the fellow department, and then take the current market quotations on felloes and see what it nets per thousand feet for lumber. Although business in the field of bent rim manufacture is deplorable, it is far better than the fellow situation. A value is placed on lumber by bent rim men practically double that realized by fellow manufacturers.

And why is this true, Mr. Fellow Man? In answering this question, endeavor to give some other reason besides the old song of waste utilization. A foot of good oak is a foot of good oak, always of the same value, no matter whether it is waste material or not. Present conditions exist only because they are permitted to exist. Because one manufacturer sells his stock for half its value, others are compelled to do likewise. It is indeed time to get together in an endeavor to rectify this price scandal.

There is not a wagon factory on earth that could buy oak lumber and manufacture it into felloes and stay anywhere within sight of the present market value on this material. They know they cannot do it—they do not intend to do it. The only thing they have to bank on for a future supply at low prices is the large number of men who have not learned by experience the futility of trying to make a fortune by converting scrap oak into wagon felloes—and the history of the past indicates that there is an almost inexhaustible supply of these. Of course, this trouble would probably right itself in time but if left alone the process of evolution would be so slow that it would not be of much service to the present generation, while by a little prompt action of the right kind conditions may be materially changed within a short time.

It is obvious that the first thing to do is to get together. Attend the meeting yourself and endeavor to have your neighbor do likewise. The first step toward improvement is for the trade to figure out and come to a thorough understanding of the value of the oak lumber that goes into wagon felloes, and then let every man get that value out of his lumber or know the reason why. Further, the manufacture of standard farm wagon felloes, which appears to be on the lowest basis in the fellow list, might be abandoned for a time. Manufacturers could turn their attention to the making of heavier sizes both in standard and special stock, and realize even under present conditions a better value for their lumber. Various other lines of shaped work might be taken up to keep plants in operation until standard felloes reach a better market value. A general swinging to other lines on the part of the leading members of the trade would soon make itself felt, even though a few new people should enter this field of manufacture.

Once the value of standard felloes is put on a higher plane it will be comparatively easy to maintain it. It is the start that is most difficult, but there has never been a more opportune time to make a beginning in any endeavor than will be presented to manufacturers of small oak dimension stock at this coming meeting.

### Salting Grades vs. Raising Prices.

If all or even half the stories heard to the effect that hardwood dealers are playing a sort of hide and seek game with grades and prices are true, it is time to give some warning signal of danger before the trade is demoralized by this apparently innocent game.

According to the complaints made, the game is what is known in lumber vernacular as salting or stuffing grades in lieu of price raising. There is some variation in the details as given, but the substance is practically the same; it means that a car of any given grade of lumber is stuffed with from ten to twenty per cent of stock from the next lower grade, and, either by mutual consent or through ignorance on the part of the customer, the entire stock changes hands at a price which is generally below that asked by dealers who make strictly clean shipments. A number of dealers have made experiments along this line, in which a certain grade of lumber was put in at the price they wanted for the stock, and enough of the next lower grade added to make the price on the lot average up to the lower price at which competitors were offering stock. The shipments went through all right, demonstrating the fact that the prices on the lumber were really the same, and that grade stuffing had been resorted to instead of price raising.

In looking into the practice the first question that arises is, what does it avail a man to salt grades if he does not get any more for his lumber in the end? Apparently nothing but the possible blinding of competitors to actual market values while he disposes of his stock. That is why, entirely aside from questionable methods of doing business which will cause trouble sooner or later, it is time to call a halt and point out the danger of such a practice.

The first essential step in establishing a uniform or market value on any product is to create a standard. We have our accepted standard of measurement in the lumber business and all will admit that its strict following is essential; yet many who realize the importance of a standard measurement apparently have not become duly impressed with the fact that it is almost equally as important to have a standard of quality. It is impossible to fix a market value on lumber unless the grade can be positively defined. It was this necessity which originally led to the establishment of grading rules and specifications. To salt grades, each man according to his judgment or greed, means substantially the undoing of all the good work that has been done in this line by associated effort. And more than this it means confusion, uncertainty and trouble for every man in the hardwood business. There is enough of the element of chance in the lumber industry without adding the salting of grades which is sure to end in trouble and a demoralized market if practiced to any extent.

Let us have clean grades; it will not only be much more satisfactory to all concerned in the end, but it insures better business and cleaner profit.

### The Second-Hand Machinery Habit.

A good many owners of woodworking plants have a singular idiosyncrasy which finds development in searching about the machinery junk shops of various cities looking for second-hand tools. These people buy old machines on the sole principle that they are cheap, and many a man invests in them when he could not be persuaded to buy a new and first-class piece of machinery. These very men would be insulted if the suggestion were made that they buy second-hand clothing, but as a matter of fact the average purchase of second-hand, fast running, woodworking tools is a greater error of judgment. The first use of this class of machinery is invariably the best, and with competition as close as it is, a woodworker cannot afford to run second-hand tools of antique pattern, no matter how cheaply he may be able to secure them.

There are certain types of sawmill and other slow running machinery which can be rebuilt and afford very satisfactory results, but when it comes to flooring machines, planers, molders and like tools, the wise woodworker will buy new ones. The machine junk-shop habit has contributed to the failure of many a woodworker who otherwise did business on good lines.



# Pert, Pertinent and Impertinent.

## On the Elevated.

A pretty girl starts up the stairs.  
She stops to grasp her clothes.  
You follow, gaze, and see perhaps  
An inch or two of hose.

But he who sees the pretty sights  
When girls climb stairs hip-hop,  
Is not the guy who walks behind,  
But he who's at the top!

## A Career.

He started in in early life  
To do the best he could;  
Avoiding all unseemly strife  
And trying to be good.  
And though sometimes without avail  
He sought the narrow way,  
In one thing he would never fail,  
He always drew his pay.

—PHILA. PRESS.

## Alike.

Said Cholly to his Summer Girl  
"My dear, you've pretty hose,  
But when you hold your skirts like that  
A little too much shows."

"I'm sure I have a perfect right——"

"Oh, as to that," said he,

"The left is perfect, too, my dear,

As far as I can see!" —W. O.

## Slippery.

There is said to  
be plenty of room  
at the top, but what  
a deucedly slippery  
place it is!

## Very True.

If some men's con-  
sciences were placed  
on ice, the ice would  
be spoiled.

## Incontrovertible.

The man who de-  
liberately deceives  
himself is hopelessly  
foolish.

## Virtues.

A virtue ceases to  
be one as soon as  
one boasts about it.

## To-day.

It is not wise to  
pass up the certainty  
of to-day for the un-  
certainty of tomor-  
row.

## Easy.

When a man is  
driven to drink he  
never stops until he  
gets there.

## Isn't It?

It is the easiest  
thing in the world  
to convince the av-  
erage man that he is  
far above the aver-  
age.

## Chief Aid.

The woman who  
makes a fool out of  
a man simply acts  
as Nature's assist-  
ant.

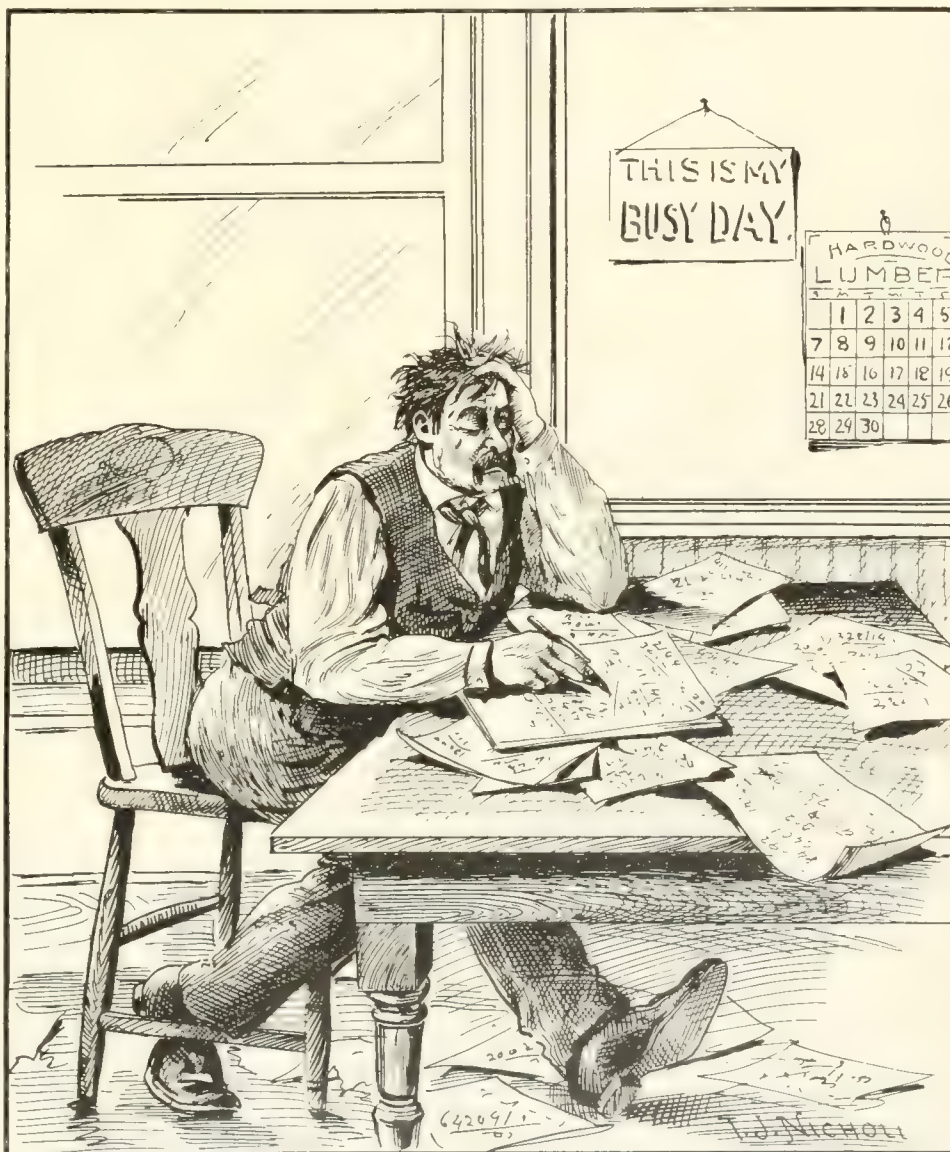
## Overdraws.

The man who believes the world owes  
him a living invariably overdraws his ac-  
count.

## The Stupidity of It.

If one pretends to be good, the world  
takes him very seriously; if he pretends to  
be bad, it doesn't. Such is the astounding  
stupidity of optimism.

## A DIFFICULT PROBLEM.



**Dimension Stock Man**—They say figures won't lie. Plain firsts and seconds oak is surely worth forty-three dollars at Chicago; it costs two dollars to cut it up, and it shows a waste of fifteen to twenty per cent.; and clear dimension stock that has no waste figures out to be worth only twenty-five dollars a thousand! There certainly must be something wrong with the figures.

## Refutation of Slander.

Any woman can keep a secret—if she has been properly chloroformed.

## Push.

Fortune's great wheel revolves for the man who puts his shoulder to it.

## Does His Part.

The man who is a howling success invariably takes measures to keep you advised of it.

## Usually.

The man who argues that money is the root of all evil is usually broke.

## The Preacher's Fault.

The pious is responsible for so many pleasant engagements.

## 'Twas Ever Thus.

Just as a man clutches for fame, his pipe goes out.

## Wants to Know.

Most men try both evils in order to decide which is the lesser.

## Science.

Science plays queer tricks; it makes believers of doubters and doubters of believers.

## Every Day Experience.

It often happens that the less a man knows, the longer it takes to tell it.

## Sad.

Once upon a time there was a man who tried to serve two masters—and he was arrested for bigamy.

## Ask Wagstaff.

The proof of the newness of a story is the manner in which the auditors look at each other and say nothing.

## Great Talent.

After one sees a mother successfully steer her baby carriage through a crowd, he is not surprised at the ability women show as chauffeurs.

## Isn't It So?

Most men think their neighbors have no right to hold wrong views.



# AMERICAN FOREST TREES.

TWENTY-FIRST PAPER.

## Red Maple.

*Acer rubrum*, Linn.

Red maple, or as it is also known, scarlet maple, swamp maple, soft maple and water maple, grows from New Brunswick, Quebec and Ontario south to Florida; west to Dakota, Nebraska, Indian Territory and the Trinity river of Texas; north to Lake of the Woods. It reaches its maximum development along the Wabash and Yazoo rivers.

This tree is styled red maple in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Kentucky, Missouri, Illinois, Indiana, Ohio, Ontario, Iowa, Wisconsin and Nebraska; swamp maple in Vermont, New Hampshire, Massachusetts, Connecticut, Rhode Island, New York, New Jersey, Pennsylvania, Delaware, North Carolina, South Carolina, Florida, Alabama, Mississippi, Louisiana, Texas, Missouri, Indiana, Ontario and Minnesota; soft maple in Vermont, Massachusetts, New York, Virginia, Mississippi, Missouri, Illinois, Indiana, Ohio, Ontario, Michigan, Kansas, Nebraska, Minnesota; water maple in Mississippi, Louisiana, Texas, Kentucky, Missouri; white maple in Maine and New Hampshire; shoe-peg maple in West Virginia; erable in Louisiana; scarlet maple in Texas. The Onondaga Indians of New York knew it as *ah-weh-hot-kwah*, which means red flower.

The tree is rounded in shape, with upright branches. It attains a height of from fifty to one hundred and twenty feet, and a diameter of from two and one-half to four feet. It blooms earlier in the spring than most other trees, and takes its name from the bright red of its flowers, rather than from any attribute of its bark.

The bark of the young tree is smooth, becoming rough as the tree grows old. The branches and twigs have a reddish cast, with long, slender, drooping, pendulous, and sometimes pendent, hairs.

The flowers are bright red and very conspicuous, growing in umbel-like, drooping clusters, and appear before the leaves. The staminate and pistillate ones frequently grow on different trees, and always in separate clusters.

The leaves are simple, with long reddish petioles; they have three or five lobes, the lower pair often being entirely missing, and small if present. Each lobe has a pointed apex and is irregularly serrate. The base of the leaf is rounded; also the sinuses, which extend far into the body of the leaf. The upper surface of the leaf



TYPICAL RED MAPLE FOREST GROWTH, TENNESSEE.

is a bright green, the lower a silvery white, being free from the down which is characteristic of other varieties of the maple family. An authority, Mathews, in speaking of the leaf of the red maple, says: "I present several different specimens to call attention to the fact that Nature does not follow cast-iron rules, however we misinterpret the botanist's descriptions as such.

What we choose to call Nature's rules are really general principles characterized by a remarkable quality of elasticity. I have not yet found a botanist, to whom I had occasion to defer some difficult specimen, who did not preface his opinion with some reference to this elasticity. Now, in distinguishing the red from other maples, I should never rely wholly on a particular leaf. The long, narrow leaf was taken from a young tree which grows in the White Mountains; the typical leaf was taken from an older tree in the Arnold Arboretum; and the three-lobed leaf represents a specimen belonging to a large tree at Plymouth, N. H." The leaves of the red maple turn a brilliant scarlet in the autumn, and it is at all times a decidedly ornamental tree.

The fruit is bright red and glabrous, growing on long peduncles; the seeds are winged, the wings only slightly diverging.

The wood is close and compact in structure. The heartwood is brown, tinged with red; the sapwood is much lighter. The medullary rays are numerous but obscure. The wood is heavy and hard. It is easily worked and very elastic, but not strong. Its weight, seasoned, is thirty-eight pounds per cubic foot.

Red maple is used very extensively in cabinet making, in manufacturing turnery, gun stocks and woodwork. Occasionally a piece with an undulating grain or "curly" figure is found. This kind is much more valuable.

Sometimes the trees are tapped and a small amount of sugar obtained from the sap. A domestic ink can be made from red maple by boiling it in soft water and adding sulphate of iron to the tannin contained therein. This ink was formerly used extensively for dyeing.

Alice Lounsberry, in her "Guide to the Trees," writes as follows:

"Often before the snow is off the ground the sap of the red maple begins to ascend; and in earliest March, while the odor of winter's pageant is still in the air, the flower-buds begin to expand. Then it is not long before they unfold their exquisite blossoms which hang in the bare trees like a shower of crimson light. As we wander by the side of a stream, straining our eyes perhaps for the first sight of the white violet, they may be swaying over our heads.









JAMES COOPER,  
SAGINAW, MICH.



Hardly a leaf is to be seen on the trees thus early in the year; but the soil is soft and oozy, and we scent that the winter has passed. The red maple is undoubtedly one of the most beautiful trees of the Ameri-



PRINT OF RED MAPLE LEAF. ONE THIRD ACTUAL SIZE.

can forest. As in the spring, the tree is in advance of others in the autumn, when it changes its hue to varied tints of scarlet and orange. In brilliancy there is none other to compare with it. During the



FOLIAGE AND FRUIT OF RED MAPLE.

winter its twigs are of a deeper shade of red than at other seasons of the year."

One of the biggest lumber deals in the section in years was recently closed at Mount Sterling, Ky., by which Toledo, O., capitalists purchased from Miller & Dudley of Huntington, W. Va., 5,000,000 feet of oak and poplar logs. The consideration was in the neighborhood of \$50,000. The logs are on property along the Licking river, and will be sawed and delivered at Farmers, from which place they will be shipped to the East. It is estimated that it will take a year to deliver the logs.

## Builders of Lumber History.

NUMBER XVII.

James Cooper.

(See Portrait Supplement.)

If James Cooper of Saginaw, Mich., whose portrait appears as the supplement to this issue of the HARDWOOD RECORD, were asked just what contributes most to success in business life, he would probably say "strict attention to one's own affairs."

Mr. Cooper was born in Ogdensburg, N. Y., Nov. 21, 1857. He comes of sturdy north of Ireland ancestry. Perhaps the early death of his father, who died when the subject of this sketch was three years old, contributed to the early self-centering of his character. James Cooper entered the public schools of Saginaw, where his mother moved in 1865, and eventually graduated from the high school of that city. At the age of fifteen, during one of the school vacations, he accepted a position as clerk in a Saginaw bank, remaining in this employment before and after he left school, for six years. During this time he also studied law and was admitted to the bar. He never practiced his profession, however, but entered the office of the city treasurer as assistant, which position he filled for two years.

In 1880 he engaged in the sawmill business, the firm being Wiggins, Cooper & Co., at Saginaw, manufacturing hemlock and hardwoods. This concern was dissolved in 1887 and the firm of Briggs & Cooper organized, the partner being D. W. Briggs, the well-known Saginaw banker, which firm continued in the sawmill business until the timber supply tributary to Saginaw valley mills was practically exhausted. This firm was merged into the Briggs & Cooper Company, Ltd., in 1902, of which corporation Mr.

Cooper became president and general manager. Since that time the company has been a buyer of mill stocks and has engaged very largely in the handling of northern and southern hardwoods and white cedar shingles.

The Briggs & Cooper Company, Ltd., maintains its general office in the Beringer building, Saginaw, and has also a distributing yard in that city. It has a branch office at 218 LaSalle street, Chicago, and a Chicago yard; another branch office in the Randolph building, Memphis, and a yard in that city. The handlings of the company are upward of 20,000,000 feet of hardwood per year, and 35,000,000 white cedar shingles. The company has done a maximum business of \$60,000 in a single month.

Mr. Cooper is very much interested in association work, at present serving his second term as president of the Saginaw Valley Lumber Dealers' Association, as well as being a member of both the National Wholesale Lumber Dealers' Association and of the National Hardwood Lumber Association.

James Cooper is noted for his strict integrity, and his abhorrence of trickery and irregular practices in connection with business keeps the fakirs and sharpers, who linger on the outskirts and prey upon the hardwood fraternity, from trying to interest him in their enterprises.

Mr. Cooper is a man of very quiet tastes. He is in no wise interested in social affairs, and pays little attention to politics. He is unmarried and has no fads to distract him from his daily affairs. His business associates admire his forceful character and absolutely fair dealing, and they highly respect his business capacity, but even to them "Jim" Cooper is more or less of a sphinx.

## A Lumberman's Letters to His Son.

CHICAGO, Nov. 7, 1905.

My Dear Son: You must have let what little brains you have go on a vacation. Don't you know any better than to accept an order from a New York scalper for seventy-five per cent of firsts and seconds plain oak, and twenty-five per cent of common, *thoroughly mixed* in the car? I don't give a rap how big a scalper's bank roll is, I don't want any such orders. It can mean but one thing: he is figuring to soak some consumer with the shipment, and if he doesn't get away with it, he will come back with a kick that's a peach!

Again, our grades are made as low as they will stand, and when we put twenty-five per cent of common into our firsts and seconds, complaints are certain. You keep away from this scalper trade—there's nothing in it. A hardwood lumber scalper has no right to live anyhow. About all that can ever justly happen to him is to die and go to hell.

Between the fair grades established by the lumber associations and the fact that a good

many manufacturers are now actually branding their lumber, this stuffing grades scheme is absolutely a dead duck in the pit. It has been tried out for years and it's a failure. When you lower grades you lower values. I have been in the lumber business a good many years, and can well recall the scores of old-time white pine men who conceived that salting grades was a game equal to being president of a life insurance company. It never panned out. Every man of them was either driven out of business or had the sheriff on his front steps.

Your Affectionate Father.

P. S. If you are going to steal, do it for yourself, not for some other fellow.

The Denver Hardwood Lumber Company, Denver, Col., is having trouble with the local building trades alliance, and threatens to locate its proposed flooring plant elsewhere if steps are not taken to end the troubles with the unions. The Denver real estate exchange is intervening in the matter to settle the differences.



# Evolution in Hardwood Woodworking Machinery.

Up to a decade ago the wonderful development in American hardwoods was undreamed of by even the most far-sighted lumbermen. In former days the chief hardwoods employed in doors, interior finish and flooring were black walnut, cherry, oak and ash. These woods, all being of comparatively free milling qualities, the ordinary revolving head machines employed for surfacing, tonguing and grooving white and yellow pine were found to answer the purpose fairly well.

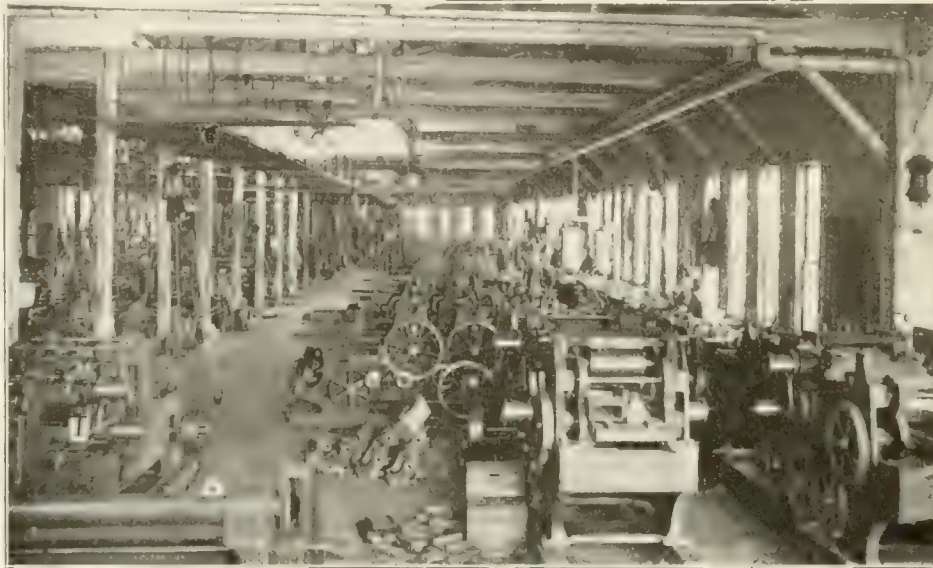
The first manufacturer of woodworking machinery to realize that higher types, heavier weights, and finer adjustments were necessary for the accurate manipulation of the infinite variety of American hardwoods was the Hoyt & Brother Company of Aurora, Ill., which some years ago became a part of the great American Woodworking Machinery Company. By the expenditure of infinite pains, much time, and marked mechanical in-

telligence, a massive four-side machine of great strength and positive and accurate adjustment was constructed, which has become famous, notably in the production of flooring from that wood of most difficult and refractory milling qualities—hard maple. This machine was known as No. 29.

The man, to whom the hardwood flooring makers of this country are particularly indebted for the construction of this tool, on which most of the many million feet of hard maple flooring



CORNER OF AURORA PLANT AMERICAN WOODWORKING MACHINERY COMPANY.



PART OF THE ERECTING FLOOR.

has been made for years, is Irving J. Budlong. Today Mr. Budlong is but thirty-seven years old. As a boy of eighteen he entered the drawing room of the Aurora branch of the American Woodworking Machinery Company to learn the trade of machinery building. His salary was fifty cents a day. He has been a tireless and intelligent worker in developing the higher types of hardwood tools, and he is now the manager of this branch house. He has never been satisfied

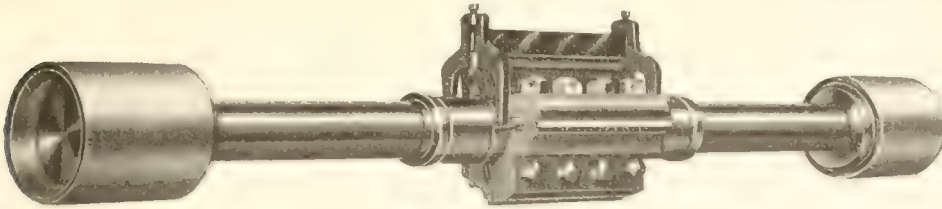
with "good enough," but day by day has striven to build machinery that should be better and better.

The latest product of the American Woodworking Machinery Company at Aurora is known as No. 129, based on its eminently successful predecessor, No. 29. It embraces all the good points of the latter, and has several very important improvements which place it absolutely in the front rank of four-side machines for the making of hardwood flooring. This new tool is illustrated on pages 40 and 41 of this issue of the *HARDWOOD RECORD*. Among the marked improvements over its predecessor is a positive and accurate device for raising and lowering the side head spindles without the necessity of even stopping the machine. Another improvement is the attachment of radically new and thoroughly approved lock-nut expansion heads, which are herewith illustrated. These heads are self-centering, and fit together with taper joints. The cutter knives, eight in number, are in two parts,



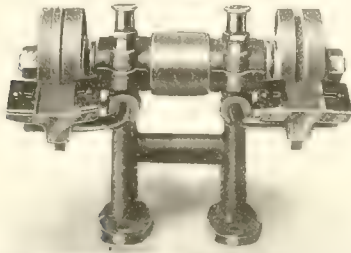
ROW OF HARDWOOD TOOLS IN WAREHOUSE AWAITING SHIPMENT





NEW HARD KNIFE CYLINDER WITH GAUGE FOR SETTING KNIVES

and are staggered on each part of the head. Each set of knives therefore cuts only half the tongue or half the groove. The adjustment of these heads can be made to a nicety, not measurable even by a micrometer. A wrench loosens the top or lock nut; the lower nut, which widens or lessens the space between the disks bearing the cutter knives, is then adjusted to the proper width of cut, and the lock nut is turned to instantly hold the disks in positive and accurate adjustment. In connection with these heads two small bench tools, herewith illustrated, provide means whereby exact grinding of the bits



NEW BENCH GRINDER FOR FITTING BITS FOR LOCK NUT EXPANSION HEADS.

can be done mechanically; the second tool, with equal accuracy, sets the bits so that the cutting edge of each is in perfect alignment. In other words, the combination of these tools equips a mill man to perform mechan-

ically what has heretofore been done by "rule of thumb."

Another improvement marking an evolution of this great hardwood tool is a new hard knife cylinder, pictured herewith. The cylinder of solid steel is cut away, leaving four projections accurately milled, to hold in place and sustain the knife blades of hardened steel, which are fastened to the projections by means of four bolts, threaded into an under clamp. These knives are guaranteed to "stand up" on hard maple, without sharpening, for a run of twenty hours, and are often used longer. A gauge, shown in the illustration of the new hard knife cylinder, provides for the accurate setting of these knives. The knives employed on this cylinder are perfectly straight, a quarter of an inch in thickness, and as the driving weight and balance of the cylinder are practically maintained by the heavy projections of the cylinder itself, there is no trouble with the knives being out of balance. With this top and bottom knife cylinder, the new lock nut expansion heads, and the new adjustment provided for the side-head spindles, a combination is formed for the accurate working of hardwood flooring that never before has been accomplished in a woodworking tool.

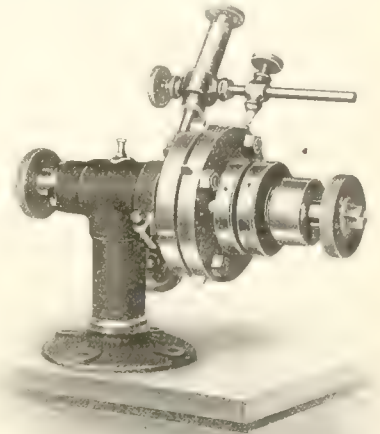
Another marked improvement on No. 129 is revolving disk pressure rolls about eight inches in diameter and half an inch in thickness, which hold the two opposite edges of the flooring strip in place, thus insuring ac-



NEW LOCK NUT EXPANSION HEADS WITH SELF-CENTERING DEVICE.

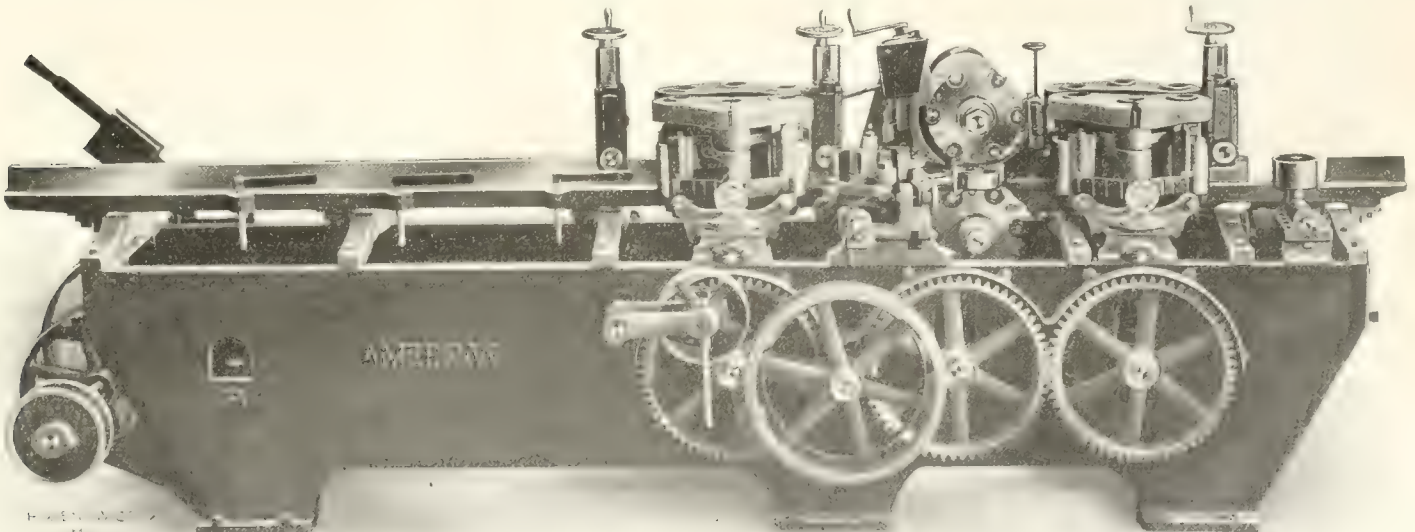
curate milling even if the strip is warped. Of course it will be understood that this machine works the flooring face down.

While the foregoing text fully tells the story of the modern and model tools of the four-sided type for the making of maple and other flooring, the subject should not be passed without reference to a machine tool



NEW TOOL FOR SETTING BITS ON LOCK NUT EXPANSION HEADS.

which was invented by Mr. Budlong, and which is his special pride. It is the American Machinery Company's edge matcher which, although it has been in successful use by numerous maple and oak flooring plants



AMERICAN WOODWORKING MACHINERY COMPANY'S EDGE MATCHER—NEW AND IMPROVED TYPE, NEVER BEFORE ILLUSTRATED.

for some years, is herewith illustrated for the first time.

The use of this machine contemplates first the cutting of all defects out of the flooring stock after it is ripped into strips. The flooring strips, by the use of a modification of No. 129, are surfaced, two at a time, on both sides. The strips are then end-matched. The pieces are next run through the edge-matcher herewith illustrated. The wood being free from knots and having a double planed surface, it is possible to invariably work the best side of the stock to the face of the flooring. The machine mills kiln dried hard maple at the rate of 130 feet a minute, with perfect tongue and groove. It simultaneously hollow-backs and bores for blind nailing. It is very powerful, is mounted on an exceedingly heavy frame, and has eight geared drive rolls which feed the stock in and out. The cutter heads, figured from the cutting surface of the six knives, have a diameter of eleven and a half inches. The machine is also equipped with the lock-nut expansion head. The users of this machine have nothing but encomiums to offer concerning it, and in many factories it has become the favorite tool.

Accompanying this article is a half-tone illustration showing a corner of the great Aurora plant of the American Woodworking Machinery Company, a picture looking along the great erecting floor, and one showing a line of hardwood tools ready for shipment. The increasing demand for specific tools for handling hardwoods has taxed the capacity

of this plant to an extent which has necessitated materially increasing its size. The foundation for a two-story addition, 65x100 feet, is already in place. It will extend along



IRVING J. BUDLONG, MANAGER HOYT & BROTHER COMPANY BRANCH, AMERICAN WOODWORKING MACHINERY COMPANY, AURORA, ILL.

the Fox river, directly back of the office building depicted in the illustration. This addition, which equals in size the present main building of the plant, will enable the company to nearly double its present output.

HENRY H. GILSON.

## Interstate Commerce Law Convention.

In this city on Oct. 26 and 27 were held two rival railway rate conferences, and as a result of the deliberations of the two bodies, they crystallized their intents and desires into resolutions.

The following resolutions were adopted by the Interstate Commerce Law Convention:

RESOLVED 1. We the delegates assembled in convention at Chicago under a call issued to those concerned, producing and manufacturing organizations that sustain the president of the United States in his publicly expressed views as to interstate commerce law amendment, congratulate the country that Theodore Roosevelt, as president of the United States, has shown his wisdom and patriotism in recommending to congress constitutional, effective and just measures for the regulation of interstate commerce that shall provide for the people a rational tribunal with power to substitute a reasonable and just rate or classification for one found to be unjust, unfair and unjust, and yet that shall preserve to the railroads just and reasonable control over their properties and revenues.

We are satisfied the basis of representation is being made a point of current co-operation with the president in his efforts to thus remedy existing transportation evils.

We are satisfied the president is being met for the supervision of rates, classifications and practices is by amending the interstate com-

merce act should be sufficiently broad to cover all interstate transportation service, including all charges, regulations and exactions in connection therewith, whether provided by railroads themselves or through arrangement with others.

The so-called Federal Rate Regulation Association, which was made up of dissenters from the regular Interstate Commerce Law Convention, adopted the following:

WE declare as a fundamental basis of our deliberations and of our purpose an unquestioning faith in the wisdom, integrity and high purposes of President Theodore Roosevelt, our appreciation of his influence which permeates every branch of government, every industry and all development of the entire nation, and our confidence in his leadership.

We recommend definite action by this convention looking to the establishment of a permanent organization which shall be representative of every state and territory of the Union and shall be the nucleus for all future work that shall become necessary hereafter to carry out the expressed will of this association. To that end we suggest the selection of a general committee which shall be charged with the duty of transmitting to congressional committees on interstate and foreign commerce during the next session of congress the action of this convention.

We are unalterably opposed to conferring upon the Interstate Commerce Commission, or any other appointive agency, the power to prescribe rates for transportation, believing that such action would prove a dangerous experiment inimical to the best interests of commerce and the continued development of this country.

Recognizing existing evils connected with the transportation interests of the country—viz., all forms of rebate or favoritism extended to one

detriment of others, or effected through private car lines, industrial, terminal or switching lines, manipulation of freight classification, unfair and unequal distribution of freight equipment, or by any other or different means—we demand the most rigid enforcement of the laws, which, if found to be inadequate, should be so amended as to provide speedy, efficient and permanent relief.

We recognize the great and almost universal dissatisfaction with the interstate commerce law as now administered or enforced is due to the delay in reaching a determination of questions demanding early and final settlement, and we urge upon congress the imperative necessity for providing the necessary machinery for relief.

In numbers and influence the two associations were about equal, and while ordinarily lumbermen stand together very closely on any proposition affecting the interests of the trade, in this case they were about equally divided between the parent organization and the so-called "rump" convention.

A thorough and complete understanding of this great railway freight problem is a wise thing, and as a result of these two rival conventions, each striving for justice, it is very likely that the desideratum will be achieved.

The HARDWOOD RECORD has its misgivings when it is suggested that any five, seven or dozen men, no matter how well equipped with brains and integrity, will be competent to enter into all the intricacies of freight rate making, and deal out justice to both railroad and shipper. On the contrary, it knows that discrimination and injustice are going on in freight rates by nearly every railway in the United States, and that there should be some corrective, and, if necessary, coercive measures taken whereby rates that are out of line, may be adjudicated and corrected. The great work in its recommendations at least, is "up to" these two associations, and it is to be hoped that Congress at its next session, will act wisely on the subject.

### New Lumber Insurance Company.

The National Lumber Insurance Company is the name of a new corporation at Buffalo which will maintain an exclusive lumber fire insurance business. The capital of the company is \$200,000, with a surplus of \$50,000. Maurice S. Tremaine, the well-known Buffalo wholesaler, who has been identified with both lumber mutual and stock insurance companies for several years and who has made insurance a special study, is personally responsible for launching this new company. Associated with him as stockholders are: Carlton M. Smith of Smith, Fasset & Co., North Tonawanda, N. Y.; Frank C. Rice of the Rice & Lockwood Company, Springfield, Mass.; Walter G. White of White, Rider & Frost, North Tonawanda, N. Y.; George B. Montgomery of Montgomery Brothers & Co., Buffalo; Maurice E. Pelsch of the Haines Lumber Company, Buffalo; George S. Dalley of the Eastern Lumber Company, North Tonawanda, N. Y.; Richard S. White of John C. Orr & Co., New York City; Walter C. Laidlaw of the R. Laidlaw Lumber Company, Buffalo; Horace F. Taylor of Taylor & Gate, Buffalo, and James F. Middleburgh.

The principal office of the new company will be in the Fidelity Trust building, Buffalo. As all the incorporators are students of lumber insurance, they will undoubtedly be the recipients of a very handsome business from the start. Mr. Tremaine is to be congratulated on the success he has already achieved in lumber fire insurance work.



## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### On Branding Lumber.

PETERSBURG, NOV. 3. Editor HARDWOOD RECORD: I am very much interested in the matter of uniform or universal hardwood grading, and want to say a word about the system of grading and the grade symbols put in force by the Hardwood Manufacturers' Association of the United States, as a result of the recommendation of President Vansant at the annual meeting in Nashville last January.

This movement appears to be a step toward the establishment of uniform grades, the lack of which has always been a bone of contention between buyers and sellers. The movement appears to be the more commendable in that it comes direct from the manufacturers themselves, and its complete adoption by them should annihilate all possibility of manipulating grades, as it will in great measure eliminate dishonesty and carelessness on the part of inspectors at the mills. No honest inspector is going to brand a board with a certain grade unless his judgment tells him that it should go there, as the board will show up at the buyer's end as testimony against his carelessness and dishonesty. No reputable manufacturer should allow his grades to be tampered with or countenance any scheme to defraud his customers, as the damaging effect to his individual business and to the trade at large will more than offset any possible gain he may hope to derive from such pernicious practices.

We have recently received a copy of a letter sent out to the consuming trade by the Hardwood Manufacturers' Association, explaining the purpose and uses of grade symbols. The letter states that these symbols are designed to mutually protect the consumer and manufacturer, guaranteeing the consumer an even grade and protecting the manufacturer against the demoralizing practices of salting or manipulating grades after the lumber leaves his yard, which practices the association comes out squarely against, unless it be with the knowledge and consent of the consumer.

The stenciling or branding of export lumber has long been an established practice, being essential as a means of identifying on the other side, but the marking of domestic shipments has never been practiced to any considerable extent.

As large buyers of hardwoods, we are very much interested in the proposition of the Hardwood Manufacturers' Association, as we feel that if the tenets of this organization are fully lived up to, we will be able to secure even and just grades in the future, and not buy one grade of lumber and have it salted with twenty to forty percent of a lower grade.

— MFG. Co.

The foregoing is but one of several letters received from prominent hardwood consumers throughout the United States in which there seems to be manifest a good deal of interest in the rubber stamp stenciling of grades as practiced by many members of the Hardwood Manufacturers' Association of the United States. The subject of the foolishness of tampering with grades, which invariably lowers values, is discussed editorially in this issue of the HARDWOOD RECORD. EDITOR.

### Lion's Share to Jobber and Retailer.

EAST WALLINGFORD, VT., NOV. 3.—Editor HARDWOOD RECORD: Enclosed find check for \$2 in payment for the Record for one year.

I am thoroughly in accord with your position as to the hardwood dimension business and heartily wish an organization might be formed with every manufacturer of this class of lumber a member.

I have done considerable in the line of small dimension lumber and find prices altogether too low to yield a fair profit. The manufacturer's profits on almost all classes of goods are altogether too small as compared with the profit of those who handle his products. Take wooden toys, for instance: the jobber, into whose hands they almost invariably go from the manufacturer, gets at least ten to twenty percent, and then the retailer makes on many articles from one hundred percent upward, even to two hundred percent on some things. All this with no trouble except the small items attendant on buying and selling; while the manufacturer, the man who has more to do and more to risk than all the others, gets the smallest profit, and often even loses money in his anxiety to build up a trade that will use up his small waste. I have found, and think others will agree with me, that it is usually more profitable to throw anything below the usual size, say for ordinary chair stock, into the woodpile, and use whole lumber for smaller work. The extra time consumed in its manufacture more than offsets the saving of lumber. Speaking of jiggered chair stock, prices are too low on that; especially on seat and other kinds of small work, and were it not that the board, pattern and pencil are in hand to get out the coarser work, it would almost be better to let that also go into the woodpile.—W. H. PELSUE.

### Afraid of the Business.

MARINETTE, WIS., NOV. 2. Editor HARDWOOD RECORD: Replying to your letter of the 1st inst., in regard to proposed consideration of prices for hardwood dimension stock, would say that it looks to us as though this meeting would fill a long-felt want. There seems to be enough new people starting in the hardwood manufacturing business every year to keep the dimension stock people from running out of a supply of fresh victims. We suppose the idea of this meeting would be to establish some sort of basis of prices which in the general opinion would be adequate to cover the cost to the manufacturer with a reasonable profit. This would be a great help to manufacturers in making prices on this class of stock, as they would make the attempt at least to get somewhere near the list.

We will not be represented at the meeting, as we do not make any dimension stock. Whether we make any or not depends upon prices. At present we are like a great many others—the offers made us do not look profitable, and we do not know what prices to make in return because we do not know what the market is. Would be glad to have you advise us the result of the meeting.—SAWYER-GOODMAN COMPANY.

### Appreciative.

GRAND RAPIDS, MICH., OCT. 30.—Editor HARDWOOD RECORD: In the September 25th number of your valuable paper there was a poem by Idah McGlone Gibson, under the caption of "The Prophecy of the Tree." It is a gem and I want to know if you will allow me to use the poem, with credit to the author, upon a brochure that the Michigan Forestry Commission will issue between now and the 1st of January. We issue between our regular reports to the state a little pamphlet, giving a record of progress, and it has occasionally in it something along the line of sentiment.

I am not a poet nor a critic, but that little poem just touched the forestry part of my heart and I want to immortalize it in Michigan by putting it into one of our publications. If you have no objection, I shall be very grateful for the privilege.—CHAS. W. GARFIELD.

Praise from Sir Hubert is praise indeed. Mr. Garfield is the distinguished president of the Michigan Forestry Commission, and is engaged in a great work for the future welfare of the Wolverine state. EDITOR.

### The Trouble with the Dimension Business.

NEW PALESTINE, IND., NOV. 3.—Editor HARDWOOD RECORD: In reply to your request to attend the meeting of dimension stock manufacturers, cannot state just now whether or not I will be able to attend. This line has been my specialty for seven years or more, and I intend to keep at it. In my opinion, the great trouble with some manufacturers of dimension has been not knowing the cost of same, and often delivering any old thing and expecting it to pass inspection. I never figure my products from waste or cull logs, but on a basis of making stock of a higher grade than firsts and seconds, and always aim to deliver what I promise or specifications call for. If manufacturers would follow these last two rules, hardly think there would be so much fault found in the manufacture of dimension stock. Will be on hand if possible.—GEO. M. WATERS.

### Wants Red Gum Dimension Stock.

PHILADELPHIA, NOV. 1. Editor HARDWOOD RECORD: We are users of red gum dimension stock and would be pleased to have you give us a list of concerns producing this material, with whom we may communicate.—COMPANY.

The writer of the foregoing is one of the foremost retail and wholesale lumber concerns of the Quaker City. Producers of red gum dimension stock who would like to enter into correspondence with this house are requested to send their addresses to the RECORD.

EDITOR.

### A Believer in Organization.

DETROIT, MICH., NOV. 6.—Editor HARDWOOD RECORD: Yours of the 4th is at hand. While we are not interested in the manufacture of dimension stock, we wish to call the attention of the gentlemen who are interested in this material not only to the advisability but the absolute necessity of association in matters of prices and grades before they will ever obtain any satisfactory results. You are well aware that our industry—maple flooring—has tried the "wide open" policy with disastrous results for many years, and this year we are getting a fair price for our material. We wish to congratulate you on your undertaking in this matter.—THOMAS FORMAN COMPANY.

### Advice to Dimension Stock Makers.

SPOT, TEX., NOV. 4. Editor HARDWOOD RECORD: Referring to your call, will say that we, like many others, have lost interest in dimension stock. Have tried time and again to convert much of our stumpage into dimension, but the best prices obtainable for it were so much lower than for other lines of production that we dropped the proposition. We believe that if the dimension stock producers succeed in establishing a safe and just standard of prices, which will be reasonably constant, and make uniformity of manufacture and grade the watchword, a fair margin of profit will accrue to wise and industrious management. Stumpage is woefully scarce in regions where freight rates are reasonable, but plentiful in sections that

were it not for prohibitive freight rates on roads which do not yield to the small mills which are the life of this particular branch of the industry. If a proper disposition was shown by manufacturers to pay producers a value commensurate with present high prices of stumpage, and a price corresponding to

that paid for hardwood lumber, the chaotic condition of the dimension stock business would gradually assume steady and normal conditions, and would be out on "dress parade" with its woodworking confreres in other lines.—KAUFMANN STAVE & LUMBER COMPANY

## Car Equipment Meeting.

Delegates from nearly all the important lumber associations of the United States met in joint convention in Club Room 4, Auditorium Hotel, Chicago, at 10:30 a. m., Oct. 25, agreeable to the call of the National Wholesale Lumber Dealers' Association.

The Ways and Means Committee, made up of these delegates, proceeded to make an organization under the direction of F. R. Babcock of Pittsburg, chairman of the Executive Committee. The following named persons, representing the organizations accompanying their names, were present:

### EXECUTIVE COMMITTEE.

Chicago Wholesale Lumber Dealers' Association—Edward Hines, president; represented by C. F. Wiehe, Chicago.

Saginaw Valley Lumber Dealers' Association—F. E. Parker and L. C. Slade, Saginaw, Mich.

National Lumber Manufacturers' Association—N. W. McLeod, St. Louis, substitute for C. L. Millard, St. Louis, Mo.

Southern Lumber Manufacturers' Association—Silas W. Gardiner, Laurel, Miss., substitute for John L. Kaul, Birmingham, Ala.

Northwestern Hemlock Manufacturers' Association—W. A. Holt, Oconto, Wis.

Eastern States Retail Lumber Dealers' Association—Richard S. White, president, represented by J. D. Crary, New York City.

National Hardwood Lumber Association—Earl Palmer, Paducah, Ky.

Hardwood Manufacturers' Association of the United States—R. H. Vansant, Ashland, Ky.

Georgia Interstate Saw Mill Association—W. B. Stillwell, Savannah, Ga.; F. E. Waymer, Savannah, Ga.

National Wholesale Lumber Dealers' Association—F. R. Babcock, Pittsburg, Pa., and R. W. Higbie, New York City.

### WAYS AND MEANS COMMITTEE.

Wisconsin Hardwood Lumbermen's Association—H. C. Humphrey, Appleton, Wis.; E. P. Arpin, Grand Rapids, Wis.

Lumber Exchange of Baltimore—Lewis Dill and E. P. Gill, Baltimore, Md.

Lumber Dealers' Association of Connecticut—J. D. Crary.

Eastern States Retail Lumber Dealers' Association—J. D. Crary.

Retail Lumber Dealers' Association of New York State—J. D. Crary.

Illinois Lumber Dealers' Association—W. T. Boston, Yorkville; W. H. Hunter, La Salle; George W. Hotchkiss, Chicago.

Northwestern Cedarman's Association—E. L. Clark, Chicago.

National Wholesale Lumber Dealers' Association—Lewis Dill, Baltimore, Md.

Lumbermen's Exchange of Philadelphia—J. D. Crary.

National Association of Box & Box Shook Manufacturers—A. M. Wight, Chicago.

Saginaw Valley Lumber Dealers' Association—F. E. Parker and L. C. Slade, Saginaw, Mich.

National Lumber Manufacturers' Association—N. W. McLeod, St. Louis, Mo.

Buffalo Lumber Exchange—George B. Montgomery, Buffalo, N. Y.

Pittsburg Wholesale Lumber Dealers' Association—A. M. Turner, Pittsburg.

White Pine Association of North Tonawanda and Buffalo—George B. Montgomery, Buffalo.

Wholesale Lumber Dealers' Association of Cleveland—J. V. O'Brien, Cleveland.

Southern Cypress Manufacturers' Association—R. H. Downman.

New Jersey Lumbermen's Protective Association—J. D. Crary.

Lumber Dealers' Association of Rhode Island—J. D. Crary.

Union Association of Lumber Dealers, Cincinnati—James Anderson, Sidney, Ohio.

Nebraska Lumber Dealers' Association—William Krotter, Stuart, Neb.

New Hampshire Lumbermen's Association—W. C. B. Robbins, Boston.

Massachusetts Wholesale Lumbermen's Association—W. C. B. Robbins, Boston.

Indiana Hardwood Lumbermen's Association—John M. Pritchard, Indianapolis.

Addresses were made on the subject of the work that is possible of accomplishment by R. H. Downman of New Orleans, R. H. Vansant of Ashland, Ky.; R. W. Higbie of New York city, W. B. Stillwell of Savannah, Ga.; Silas W. Gardiner of Laurel, Miss.; George B. Montgomery of Buffalo, N. W. McLeod of St. Louis—all of whom pledged the support of their associations and of themselves individually to the movement that had been instituted by the National Wholesale Lumber Dealers' Association in filing a complaint with the Interstate Commerce Commission against the railroads for a proper equipment of flat and gondola cars.

The Ways and Means Committee took up the matter of financing the work both before the Interstate Commerce Commission and, if need be, in the courts. It was resolved that an initial fund of at least \$10,000 should be raised for this purpose. R. H. Downman was elected chairman of the Ways and Means Committee and E. F.

Perry, secretary. The chair was authorized to appoint a committee of five to make allotment of the just sum that should be asked from each of the lumber associations for the establishment of the fund for prosecuting the car stake fight against the railroads. The chair appointed as such committee Lewis Dill, W. B. Stillwell, George B. Montgomery, J. D. Crary, W. T. Boston.

The meeting then adjourned until 2:30 p. m., when Chairman Dill reported that he had already secured pledges of a sum considerably in excess of the amount named at the morning session, with the added assurance that sufficient money would be forthcoming to carry the claims of the lumbermen to the court of last resort if necessary to go thus far to enforce them. The report was accepted and adopted.

A general discussion took place and addresses were made by E. P. Arpin, E. L. Clark, Earl Palmer, J. D. Crary, W. B. Stillwell, R. H. Downman and others. The arguments were very enthusiastic in defence of the position taken by lumbermen in the car equipment controversy.

Secretary Perry reported that before action was taken the matter had been taken up by the National Wholesale Lumber Dealers' Association with the railroads and that they had either returned evasive or negative answers to any request that their Rule 19 on this subject, which provides for an allowance of 500 pounds, be taken into account. He stated that complaint had therefore been filed before the Interstate Commerce Commission but that no suit had yet been brought, and it was hoped the matter might be amicably adjusted without entering upon legal proceedings.

W. W. Ross, the well-known railroad attorney of New York and Chicago, was introduced, and he concisely and logically explained to the delegates the intricacies incident to carrying on a suit of the sort proposed.

The conference of the Ways and Means Committee thus ended and the Executive Committee went into session.

## Arrangement of a Veneer Mill.

The rapid growth in the veneer industry is creating an occupation for the man of mechanical ability, now limited, but increasing so rapidly that any prediction as to its ultimate outcome would be but a barren statement. For the man of mechanical ability, the construction and arrangement of a veneer mill and its mechanical equipment is a constantly broadening field of occupation. Absurd as the statement may seem, it is nevertheless true that the arrangement of a veneer mill today is a complete reversal of that prevailing prior to the advent of the roller dryer. These widely different methods suggest this as an opportune time to look briefly at the old before

it passes into entire oblivion to make way for its successor, which will be thoroughly looked into before this treatise closes.

Before the roller dryer came into use, the veneer mill of proper arrangement was so laid out that the length of the building was behind the machines, which were placed end to end, with boiling vats behind, and track, drag saw and log yard behind the vats. Insofar as the vat, track, drag saw and log yard arrangement is concerned, this is still the best method, as it fulfills the idea of continuously moving the log forward until its product is finished. This continuous forward movement was accomplished only as far as the chopper; thereafter it was



impossible because the rotary machine and clipper occupied the entire width of the building. Also, most mills used the upper stories for drying rooms, requiring the handling of the stock to the upper floor and from there to the packing room, then to the cars or wagons, thus entailing additional handling cost and considerable loss by breakage.

Since the advent of the roller dryer the width and length of veneer mills have been increased, especially the length which of necessity is added to on account of the great length of the dryer. An up-to-date veneer mill should be so constructed and arranged that the direct forward movement of the log from log pile to the dried and packed veneer has no deviation. To make this possible the mill should first of all be so located as to have the log yard directly behind the track, which should be between the log yard and vats which are from 15 to 20 feet from the end of the building. Between vats and building there should be a wooden floor providing a suitable place for handling logs. Without a floor of some kind, the ground soon becomes oozy and greatly hampers operations. A substantial foundation minimizes handling cost because logs of ordinary size can then be easily handled by one man, while two or more are necessary without the floor. Wood is suggested as the best material for the floor because cement blocks, stone or brick are liable to crumble, and the grit clinging to the logs and seriously affect the veneer by nicking the cutting edge of the knife, causing it to scratch.

It is hardly probable that the plant can be so arranged that all the log yard will be behind the mill, unless the building plot is very long and narrow. For example, suppose we have a lot 120x250 feet and wish to erect a mill capable of housing three one hundred-inch rotary lathes, clippers, grinders and dryers. For this purpose a one-story building 100x175 feet would be the most suitable. Adjoining the side of this building and flush with the yard end, an additional twenty-foot square building would be necessary for an engine and boiler room, making the building 120 feet at one end by 175 feet long, and 100 feet wide at the other end; 15 feet between mill and vats; 20 feet for vats, and 18 feet for track and driveway, leaves a space 47x120 feet for log yard.

Within the mill the arrangement is a more potent factor because many more handlings are necessary to convey veneers from one point to another than are required to handle the solid log. Machines with one-hundred-inch cutting capacity require 15 to 16 feet of space; thus, three such machines would require at least 50 feet of the building's width at the end adjoining the vats. By placing the machines 10 feet from the wall allowance is made for turning the log end for end without taking it outside, add to this 10 feet for the machine base and 20 feet of the mill's length has been con-

sumed. Over each machine a shaft with a loose attachment and chain hoist should be placed to raise and lower the log expeditiously. These should be directly over the center of the chuck so as to bring the center of the log into its direct line and save the unnecessary labor that would be required to force the center of the log and chuck to meet if the loose shaft and chain were farther away. Between lathe and clipper the wider the space allowed, the greater will be the cutting capacity of the machine and the less will be the waste. Allowing 75 feet between cutter and clipper, the veneer can be run out to that width at the full speed of the cutter, while only a moderate speed would be safe in a shorter space. If the veneer is of such quality to warrant its running to the full 75 feet, the only waste in trimming and squaring is at each side of the veneer's width, whereas a shorter distance would mean narrower veneer but would require the same amount of trimming and squaring as the wider pieces. To the allowance of 75 feet, an additional 15 feet is added for the clipper and its table, or in all, 110 feet of the length has been utilized and 50 feet of width, leaving a space 140 feet long by 150 feet wide before the machinery, and a space 110 feet long by 50 feet wide beside the machinery, or an L-shaped space 140 feet in length from its conjunction with the stem. In this space the making of crates, bundling, trim sawing, packing and dryer must find the necessary space to work in harmony with the other equipment.

The placing of the dryer is undoubtedly the most important matter, and the most common method now in use is to place it with the feed end beside the machine, thus necessitating handling the veneer back to its starting point. To this arrangement the writer takes exception, as it puts to an end the continuous forward movement of the log and materially adds to the expense of handling. The most substantial argument in support of this arrangement is that the power is located on a direct line with the lathes, therefore it is thought advisable to bring the machine to the power, rather than the power to the machine. Inasmuch as the dryer has an independent engine the method that seems best to the writer is to place the dryer 20 feet in advance of the clippers to the opposite side of the building, then put an additional bed of live rolls on a platform equal to the height of the clipper table and adjoining it; then operate this from one side of the mill to the other by means of flanged wheels and a double track, laid with a system of switches, so that each clipper has two cars that may be switched from one track to the other, when necessary, thus leaving at all times one car before the clipper for loading, while the other is on the opposite side, unloading directly into the dryer. Thus not a moment is lost or an extra handling necessary, for it is understood that the tracks are immediately in front of the dryer, as in front of the clipper. The

only visible objection to such a method is the distance from power, though this is ultimately cheaper than the cost of conveying the veneer from the clipper back to its starting point. It is also possible to arrange a system of tracks to transport the veneer from the clipper to the starting point, but the time consumed in transporting does not make the track an item of other than extra expense, because the veneer can be as well handled on ordinary trucks in the same amount of time. It may be argued: why not put the dryer in front of the clipper at the other side of the mill, instead of handling the veneer across the building; or, if using three clippers, put the dryer in front of the middle clipper. To do the former would be but little more expensive than the plan heretofore outlined, but it has no advantage over the other, as but one clipper can pass its cuttings directly into the dryer, the other two clippers having to give their stock an extra handling. Furthermore, the dryer's engine is to be placed, and this could not be done between the clippers, thereby interfering with the working of the clipper hands, who must occasionally pass around their machine for some purpose or other. If there is but one way of getting around, extra time is spent in so doing. Secondly, the dryer is so placed that the stock from each clipper is converging to a single point from three ways, thus crowding at one point and wasting space at another.

Ordinarily the length of the dryer is 100 feet, so that if placed 20 feet in advance of the clippers and to the opposite side of the building, 120 feet of the remaining 140 feet in length are taken, leaving 20 feet beyond the dryer for handling the veneer onto trucks, as it emerges therefrom; this completes the arrangement of the machinery for cutting and drying the veneer, and fulfills its mission of continuity.

However, the completion of cutting and drying does not complete the handling, as the veneer is still to be trimmed, crated and bundled. As the output of mills differs widely, no established rule could be laid down for a mill cutting both thick and thin veneers. A good plan would be to have the boxmaking done at the lathe ends of the mill, where ample room can be found in the 50x100 foot space between end wall, side wall, dryer and machines. From there the crates can be conveyed by the best means at hand to the extreme end of the building, as near the dryer as possible. The writer suggests this because thin veneers are more likely to be crated than thick veneers, and if standard sizes are being cut, they can be taken from the dryer and placed into the crate and counted with one handling. Thick veneers are more likely to be trimmed to net sizes and less liable to be broken by handling. To minimize the cost of belting and concentrate power, it is suggested that the saws for trimming be placed far enough in advance of the clippers so as not to interfere with their work. The position of these saws is largely a matter of judgment and condition. It seems

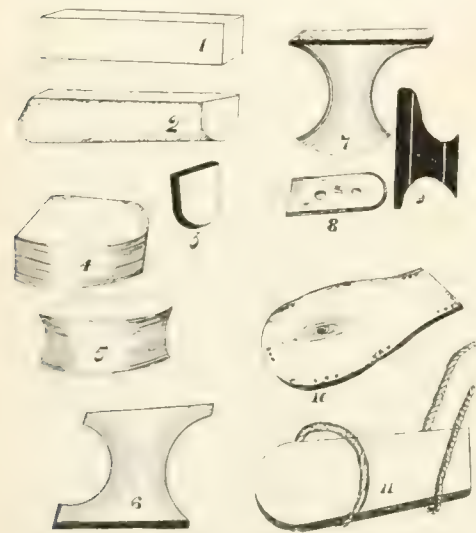
the end of the saw placed towards the wall opposite the dryer would leave plenty of room for a straight passageway for conveying the veneers from the dryer to the saw, and when finished, tied into bundles directly behind the saws and loaded on trucks plying

to the shipping room door, either at the end or side of the building, in any event a corner, so that all stock awaiting shipment can be stored contiguous thereto, and loaded aboard cars or wagons for its final destination with little further effort.

## Hardwood Heels.

The making of the modern hardwood heel is an interesting subject. Formerly, heels for the common run of boots and shoes were manufactured from almost any kind of wood, either soft or hard. Knotty, poorly seasoned and even cracked woods were often utilized, with the result that the wooden heel came to be used but little and then for only inferior grades of shoes. By the introduction of modern machinery in the manufacture of hardwood heels and the use of only selected and well-seasoned stock, new life was given the industry, and it is now of considerable importance in certain localities. There are several factories in Lynn manufacturing hardwood heels, as well as in other shoe-making centers of Massachusetts.

The annexed diagrams will assist in giving an explanation of the process of making hard-



VARIOUS TYPES OF HARDWOOD HEELS.

wood heels. Billets are usually turned out from straight, selected lumber, as shown in figure 1, after which a saw is used to cut off the pieces. It is necessary that straight well-seasoned stock be chosen, and material not entirely free from flaws should be rejected. The billet is turned down in a lathe and cut through the center, after which the sides are shaped to the right form. The original design of the heel is adjusted at this stage. The section now assumes the shape shown in figure 2.

There are types of so-called "built-up" hardwood heels in which the process involves the joining of three pieces as shown in figure 3. These pieces are cut straight across the pattern, and are about the same thickness as leather. The heel is built up of three layers, just as a leather heel. Cement com-

positions between the thicknesses or slender wire nails are used to secure the layers firmly together. Another design of hardwood heel is shown in figure 4. This heel involves sawing the sections off to full size; the shaping is done afterward on the turning lathe. Heels of this pattern are as a rule covered with leather. Figure 5 illustrates a more artistic form of the same style of heel.

Heels are designed to suit the requirements of the shoe of which they are to form a part. There are heels with the circular layers artfully described, applicable to the most fantastic shoe. Others are strong, cumbersome and devoid of artistic lines. Indeed, there is a wide variety of designs required of the hardwood heel pattern maker.

Figure 6 shows a style of heel used for certain fancy grades of ladies' shoes, as is also figure 7. Figure 8 represents a process by which the layers of hardwood forming the heel are frequently attached. The various thicknesses are bored with holes of sufficient size to admit a thin cylindrically shaped piece of wood which is glued in position after it is driven in. As there are two such pieces the joining is firm and secure. Figure 9 is a diagram of a popular design used on ladies' footwear.

Heels are not covered with leather by the heel manufacturer, but in a separate shop. Nevertheless, it is essential to understand how to finish the heel properly and to get the wood foundation correct. The irregularities and imperfections in a poorly constructed wood heel cannot be hidden by simply covering the surfaces with leather, and it is therefore necessary that the wood foundation be

perfect. Cutting trimmers must of necessity be ground true, or the heels will not be uniform when finished. In some shops trimming machines that trim heels and seat at same time are preferred.

After the heels are finished they should be kept in a dry place, to avoid warping or swelling. The process of scouring heels is intended solely to remedy these defects. Yet in some instances heel cutters rely on the scourers to rectify certain errors in shape. Scouring is suitable for the work intended for it, and for nothing else. The scourers themselves are not always above error. They sometimes endeavor to scour a concave heel on a flat roll, or some other equally awkward scheme, and, of course, a poor piece of work results.

The scouring is followed with a filler, after which the heel stands for a time until thoroughly dry. It is then rubbed with emery-cloth. Sizes run from 100 to 120 emery. All scratches and abrasions are then worked out. Revolving emery wheels are often used, and while good work may be done, there is tendency to burn the wood by holding the surface too long on the rollers. Next comes the inking process, which is effected by saturation in tanks, or by the application of liquids with hand brushes. Then follows burnishing on rolls of felt, after which the heel is waxed and brushed on a revolving bristle cylinder. After the surfaces are ragged up the heel is finished.

Hardwood soles are not used in this country, but in Japan and other countries they are not unusual. The common sole consists of a piece of wood shaped as shown in figure 10, which is nailed to the uppers of the shoe. This makes a very inexpensive foot gear. Sandals are used very extensively in Japan, even Americans may be seen there wearing them about the house. They are cool and easy. A common design is shown in the diagram, figure 11. Hardwoods are used in nearly all cases, although some few specimens are manufactured from soft stock.

## Casket Making in the Philippines.

There are vast quantities of hardwoods available in the Philippine islands suitable for the manufacture of coffins. Although this is not a pleasant subject to deal with, manufacturers are obliged to handle stock intended for the manufacture of caskets for the burial of the dead, as well as hardwood lumber for the construction of ordinary articles. The church regulations in the islands require that every body be enclosed within a coffin of some form before it can be admitted to the church for prayers. In some sections it is required that caskets be covered with black cloth, but usually the finish of highly polished hardwood is ample. There is a wide variety of coffins manufactured in the islands, from the crude one carved from a hardwood log to the most elaborately finished product,

polished and carved at the expense of much time and labor.

Great care is exercised in selecting the woods to be used in the manufacture of caskets. Native lumbermen scour the forests for suitable timber. Large trees are felled, a few choice logs of the desired shape and worth are selected and the remainder, large quantities of valuable woods, wasted. The logs are taken to Manila or other commercial centers, where they are sold to casket makers. Usually the logs are floated to the market, but in some cases they are hauled over the roads on drag sleds. Manufacturers buy these rich woods at ridiculously low prices. Pieces of timber that would bring dollars in America are sold for as many cents in the Philippines.



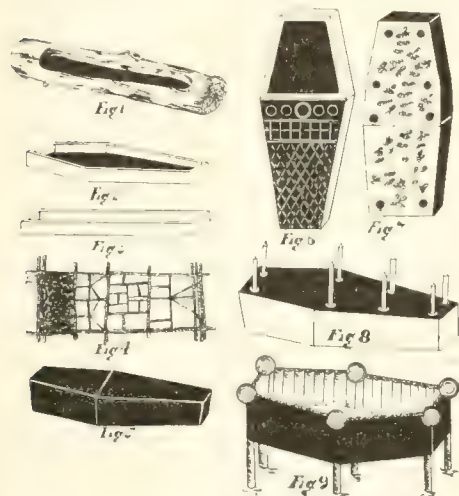
Formerly, it was not thought necessary to provide tops or covers for caskets. The body was always exposed; at the time of burial heavy mats or cloths protected with cross pieces of bamboo were put over the body. Since the Americans have occupied the islands native undertakers have been compelled to use covered caskets, and manufacturers now provide covers for all burial cases.

Crude burial cases which are simply hardwood logs with sufficient space gouged out to accommodate the body, as shown in figure 1, are seen in remote sections of the islands. This is accomplished by the use of chisels and by burning out the wood with hot coals.

The original style of hardwood coffin is shown in figure 2. This coffin was never deep enough, and the body projected above the sides. It was usually of the tapering shape shown in figure 2, but was also made with straight sides, as in figure 3. Strips of hardwood entwined with cords form a kind of

ample, is a specimen which demonstrates the unceasing toil of the native woodworker. The top of this coffin was inlaid with sections of wood that looked very much like ebony, each little portion carefully adjusted. The natives who do this work receive about one dollar Philippine currency, which is equal to fifty cents United States currency, per day.

Figure 7 illustrates another style of artistic decoration. The top of this case was made of hardwood resembling walnut which, after having been smoothed with planes, was carved with the floral design as shown. The workman requires two weeks to do the artistic work on this coffin. Figure 8 shows a form of coffin used in sections where wakes are common, which is adapted for the employment of candles or other lights. Wood holders are arranged on the lid to hold the candles. A funeral in the Philippines is really a weird sight; the flickering light of the candles, the solemn music, the low chanting, all often ending in hilarious festivity, are peculiarly impressive.



PHILIPPINE COFFINS.

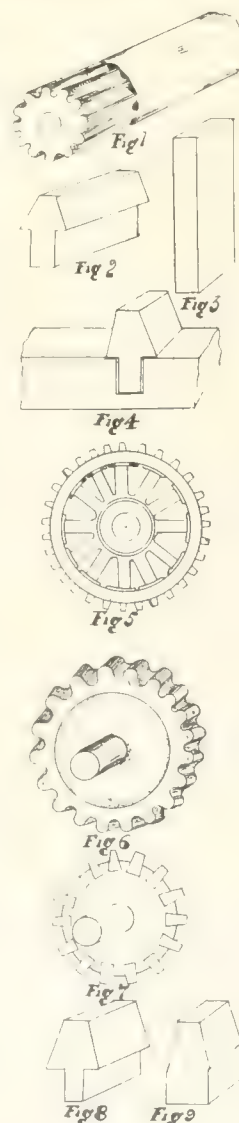
litter used for burial purposes, a view of which is given in figure 4. This affair has no sides or top, the body being protected with heavy mats. These litters have been dispensed with in nearly all the cities and large towns of the islands, but they may still be seen in the mountainous districts.

The United States government has sent caskets to the island for the burial of soldiers and civilians in the employ of the government. They are mostly of inexpensive design, but the native manufacturers are not slow in constructing coffins modeled after the American style. One of these patterns is shown in figure 5. The result has been that some excellent hardwood coffins of domestic manufacture are now seen on the market. These coffins lack much of the metal trimming of the American-made product, but the excellency of the wood, and the long and tedious labor of finishing and polishing them, make really worthy articles.

Although but little metal work is used in the elaboration of caskets, native manufacturers turn out beautifully hand-carved cases. Often in making a casket for a rich native, elaborate designs are carved, and parts highly polished with native oils. Figure 6, for ex-

The hardwood gear has been a factor in mechanical devices for centuries, as is well known. Our forefathers constructed very substantial hardwood gears because the manufacture of metal gears was not perfected as it is today and the output was limited. Hardwood gears are not at present made because metal gears are not available, but because there are movements in certain intricate machines that can best be effected by means of the cogs of hardwood gears. Softness and smoothness in running are the chief qualities in favor of hardwood gears. If cogs are constructed of properly selected wood and correctly adjusted, wood gearing will operate with as little noise and friction as rawhide.

Too great care cannot be exercised in the selection of woods to be used in the manufacture of gearing. Toughness, elasticity, evenness of grain, freedom from knots, smoothness of finish, complete seasoning to avoid warping or shrinking are essential. The use of the soft woods, such as alder, asp, beach, willow, etc., would result in gearing which would not make very many turns without stripping off the cogs. The hardest woods known are of necessity chosen.



The native casket makers are sometimes called upon to manufacture cases of unusually elaborate pattern. One coffin seen was fitted out in the manner exhibited in figure 9. The six hardwood balls at the corners were supposed to ward off evil spirits.

### An Appetizer.

Dinner was a little late.

A guest asked the hostess to play something.

Seating herself at the piano, the good woman executed a Chopin nocturne with precision.

She finished and there was still an interval of waiting to be bridged.

In the grim silence she turned to an old gentleman on her right and said:

"Would you like a sonata before dinner?"

He gave a start of surprise and pleasure.

"Why, yes, thanks!" he said. "I had a couple on my way here, but I think I could stand another."—HARPER'S WEEKLY.

## Hardwood Gears.

Imported woods are often used in American shops when the domestic varieties are not available. Boxwood, elm, oak and walnut of abundant domestic growth are commonly employed. Among the foreign woods used are ironwood, brazil-wood, amboya, black ebony, camwood and palmyra. Woods of great elasticity and hardness are chosen for gears of moderate size, such as ash, hickory, hazel, lance-wood, yew, etc. The even-grained woods of the lime-tree, pear-tree, and the like, have been used to good advantage in the making of large cogs for heavy wood gears. Crab-tree wood, locust and lignum-vitae make exceptionally good teeth for wheels in which the body (rim and hub) is of metal. The wood cogs are fitted into slots in the rim.

The accompanying cuts illustrate various methods employed in making revolving cylinders with cogs. Sometimes the end of the wood shaft is grooved out as shown in figure 1, the cog and shaft in one piece, which is a very strong combination, even if the wood is not of the toughest species. It is essential that the shaft of wood be thoroughly seasoned and free from imperfections.

Of recent years a popular



constructing wood gears is by dovetailing shaped blocks into the rim of the wheel. This plan is not a new one. Formerly, a very strong combination of hardwood and stone was used. After cutting the necessary grooves in the cylindrically shaped stone, hardwood teeth were driven in. These old-fashioned stone gears with wood cogs may still be found in service in some remote country mills to-day. The stone disk is often two to five feet in diameter and about fourteen inches thick; the slots to receive the cogs tediously cut. A pair of these gears will run indefinitely, and when in course of time the cogs wear out new ones may be substituted.

The same method has been used with the cast-iron body. A gear is cast without cogs, but with the necessary slots to receive them. The cogs are then cut from some of the hardwoods mentioned above and shaped, either as that shown in figure 2, or the straight form in figure 3. The cog is forced into the wheel rim, as illustrated in figure 4. A wire pin is often driven through the cog and wheel rim, making a very strong insertion. Sometimes the cogs reach completely from side to side, and again they are sunk into slots cut only partly across the rim. Figure 6 exhibits the finished cog wheel. Gears of this nature are very frequently employed in shops and mills.

If cogs are kept well greased perfect running results. If they are permitted to run dry, the friction soon wears off the edges, thus destroying their gripping possibilities. Therefore, manufacturers apply considerable grease before the wheel is shipped so that the wood may become thoroughly saturated before the gears are used at all. Then if gears, while in use, are regularly lubricated the cogs soon become very smooth and hard.

Like the rawhide gear, the hardwood gear is often manufactured according to the plan shown in figure 6. This is constructed entirely of wood and is suitable for light service. The gearing of practically all old-fashioned hall clocks is of wood. Many of these gears were made a hundred years ago, and are still giving good service at the present time. So hardwood gears are made now in considerable numbers, which will last indefinitely with proper treatment. Good wood gearing may be ruined in a few months by exposing the machinery to an unusual dampness, which softens the wood and causes it to swell and warp, destroying the nicety of adjustment necessary to smooth running. In an average atmosphere, such as in most industrial establishments, wood gears will run for years without giving trouble.

Figure 7 shows another form of hardwood gear. The hardwood disk is made first and the slots then cut to admit specially shaped cogs, which are driven in sidewise. Where unusually great strength is desired the cogs are shaped as shown in figure 8. Figure 9 shows a cross-section of a poplar tooth

of cog used by many manufacturers of hardwood gears.

In shipping gears it is a wise plan for manufacturers to give purchasers some information about their care. In many cases users of hardwood gears display entire ignorance of their proper treatment. The writer has seen gearing buried in grease so that the wood would rot in a very short time. At another factory the floor was covered with grindings from cogs which had

evidently not been lubricated for months. Mixtures of tar, black grease, etc., are often used excessively, and one instance is recorded of a man simply deluging wood cogs with molasses.

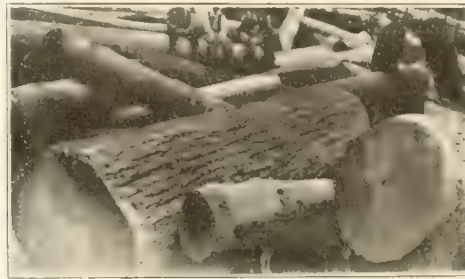
Gearing made from carefully selected woods with proper care when in use will give satisfaction for years. Since there are certain purposes for which gears of hardwood are better suited than gears of any other material, they will undoubtedly remain in service for years to come.

## News Miscellany.

### Back from North Carolina.

Wood Beale, the timber expert of the well-known timber buying and selling house of J. D. Lacey & Co., Old Colony building, this city, is just home from a tour of investigation of several hardwood timber properties in eastern Tennessee and western North Carolina.

Mr. Beale is very enthusiastic over the commercial possibilities of the lower Appalachian range as a future hardwood timber supply for the country. During the last few years this section has been well opened up



A BUNCH OF FINE POPLAR LOGS.

by railroads and several new lines are under construction, and many more projected. Mr. Beale thinks that the opportunity not only for investment but for immediate operation in this part of the country presents advantages and prospects of profit not excelled by any other section.

J. D. Lacey & Co. are at present engaged in estimating several timber properties in this region and Mr. Beale is particularly enthusiastic over the excellent quality and high average stumpage encountered. Accompanying this paragraph is a half-tone illustration of a little bunch of big poplar logs photographed by Mr. Beale in Haywood county, North Carolina.

### New Credit Rating Book.

The *Hardwood Record* is in receipt of the October issue of the credit rating book of the National Lumber Manufacturers' Credit Corporation of St. Louis. This volume is a large and complete one, being the fourth to be issued by the association, and covers the entire lumber field of the United States. An effort has been made in this work to include the name of every manufacturer and retailer entitled to buy lumber in carload lots, and as far as possible to eliminate the names of contractors who are in the habit of buying lumber at wholesale and using it exclusively in contract work. The publication certainly reflects credit on the Credit Corporation and the efficient work of its superintendent, W. F. Bledermann.

### Indiana's Work in Tree Planting.

Secretary Freeman of the state board of forestry of Indiana announces that he has planted over 1,000,000 hardwood trees on the state forestry reservation near Scottsburg.

Mr. Freeman finished his work October 1, and has planted, with the aid of ten men and a foreman, 200 acres in hardwood timber. This makes a total of 513 acres of hardwood timber now under cultivation on the state forestry reservation.

The state's purpose in going so heavily into tree-planting is twofold. First, it hopes to supply the farmers of the state, who will realize the value of hardwood trees in the next twenty to thirty years, with good specimens of nursery trees for planting, and thus keep the fine old hardwood timbers of Indiana growing continuously. Second, the state will make thousands of dollars out of the industry. Trees that can not be sold for replanting will be allowed to grow and in years to come will yield well on the investment.

The hardwood timbers that have been planted this fall consist of walnut, oak, hickory, chestnut, black locust, catalpa, yellow poplar, white pine, maple and sycamore. The trees to the number of a half million that have been cultivated since a year ago last spring are now in excellent condition.

Mr. Freeman has begun the work of improving the beautiful roads over the reservation. He has completed a new administration building. His gang of men on the place is clearing out 1,400 acres of fine timber land, giving from 100 to 1,200 fine hardwood trees per acre ample facilities for growth.

### A Future Manufacturing Center of Nebraska.

In its investigation of the natural resources along the Northwestern Line the industrial department of that company has had its attention called to a situation at a northern Nebraska point that in a way indicates what the future of this western country may provide to the industrial world. The point referred to is a city having a population of about 1,200 people located on one of the great rivers of the state. This river affords at this location a very desirable water power site with capacity estimated at 4,000 horsepower. This splendid power could be used in many ways to great advantage. It would be especially valuable for the generation of electric power that could be turned to manufacturing purposes. As, for instance, if the splendid deposits of glass sand that are found close by, and which by analysis show 98 per cent silica, could be used for the manufacture of glass products by an electric process, the current generated by water power, a great opportunity would seem to be available.

With reference to the manufacture of glass by the electric arc a translation from a German process shows that it is possible to reduce the capital necessary for the erection of a plant, giving a simpler, cleaner and quicker process and a considerable saving of heat, energy and a pure product. The workmen are not subject to the continual heat; also it is not necessary to continue the work during the night as with the ordinary coal or gas methods, as the work may be interrupted at any time without incurring such enormous losses of heat. Among other resources of this location are a supply of fullers' earth, terra cotta clay, knottin, fire clay and



marl suitable for Portland cement manufacture.

The west has many things that can be told about with interest to people seeking favorable opportunities. It is along this line of work that the great railway system named is turning its attention, affording information that will tend to upbuild, develop and populate the western country in a way that may be stated as benefiting the whole nation.

### Cost of Building Materials.

Insurance Engineering of New York, in its September issue, says that wood no doubt has been extensively used for the construction of building because of its apparent cheapness. It asks, however, if it is cheap when there is taken into consideration the matter of rebuilding after fires. A wooden building may be insured, but not for its full value; therefore, a part of the loss amounting to an average of thirty-five percent falls on the individual. Loss of business and commercial prestige must also be included in the calculation. The publication submits the following rather inaccurate list of low and high values of wood building material at wholesale during the past fifteen years, by which it attempts to show conclusively that the cost of combustible construction has increased out of all just proportion:

	Low.	High.
Hemlock .....	\$10.75	\$18.00
Maple, hard .....	24.00	34.00
Oak, white, plain .....	32.00	48.00
Oak, white, quartered .....	47.00	85.00
Pine, white, boards, No. 2		
barn .....	15.00	24.00
Pine, white, b'ds, uppers.	43.00	82.00
Pine, yellow .....	15.50	23.00
Poplar .....	29.00	52.50
Spruce .....	11.50	21.50

Unit: 1,000 feet.

Brick, common domestic. 4.25M 8.50M

The insurance paper quoted thinks the time has arrived for construction with tile and cement in their numerous combinations with steel, and alleges that in addition to possessing high fire-resistive qualities, there is no limitation to the variety of forms in which they can be produced from the plain to the ornamental, and their cost compares very favorably with the less desirable wood materials enumerated. Durability and stability of a building, the publication maintains, are the real features of economy, and not the actual first cost.

### Acknowledgment.

The editor of the *HARDWOOD RECORD* is indebted to C. A. Schenck, Ph. D., director of the Biltmore Forest School and forester of the Vanderbilt estates near Asheville, N. C., for copies of his works on Forest Measurement and Lectures on Sylviculture.

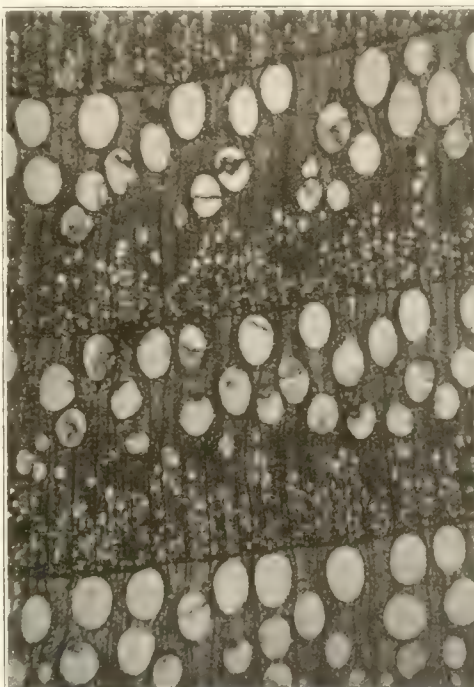
In the first-named book Dr. Schenck has treated forest mensuration from a scientific and mathematical standpoint as well as from the viewpoint of practical application. The work is intended to assist students in this work. It contains the teacher's dictation which the students in the Biltmore Forest School in years past have employed in their work. The publication will appeal to forest owners as, with the advent of higher stumpage values, they will be inclined to consider the advisability of forest-husbandry.

The second work, on Sylviculture, includes a series of lectures on this subject by the director of the Biltmore School. The original definition of sylviculture was the raising and tending of forest products—wood, bark, game, stock and by-products. Sylviculture as practiced by the ancients was intended only for park or orchard purposes. Dr. Schenck contends that European sylviculture for America is of no more use at the present moment than Chinese sylviculture, owing to the great economic differences separating the old from the new country. He alleges that the planting of trees on

a large scale in this country is now out of the question, since the expense of planting an acre of land usually exceeds the value of an acre of forest. He alleges that the modern owners of woodlands are not far-sighted enough to anticipate the arrival of European stumpage prices at a remote period, when plantations now started will have developed into mature trees. The writer says if we can assume that stumpage in this country will be as valuable in 1980 as it is now in Germany, France and England, then forest planting must be at least as remunerative here as it is in the old country.

### What Is It?

The source of the curious illustration accompanying this paragraph will be a matter of mystification to the average reader. It looks as though it might be a section of a Navajo blanket, or possibly a collection of hard-boiled eggs suspended in a shooting gallery. However, it is neither, but is a photograph of a microscopic enlargement of a cross section of chestnut wood, magnified ten diameters. It constitutes a unique study in timber growth showing, as it does very



CROSS-SECTION CHESTNUT MAGNIFIED  
TEN DIAMETERS.

distinctly, the annual rings of growth and the varying density of autumn and spring wood. Incident to this illustration it must be known that the structure of no two woods is exactly alike. In fact, every type of wood growth shows, under the microscope, a decidedly different formation. Thus it is that no two woods will season exactly alike, nor are they susceptible to the same treatment in dry kilning processes. No two woods will absorb fillers and stains with the same freedom, owing to varying porosity. The picture will prove an interesting study to students of timber physics.

### Development Mexican Timber Resources.

The development of the timber resources of Mexico has not had the effect of diminishing the importations of lumber from this country. This is due to the fact that the demand for lumber there is increasing constantly, and the home product is far from sufficient to supply it. The use of lumber of all kinds has increased wonderfully in all parts of Mexico. Texas, Louisiana and New Mexico mills are

now exporting more finished lumber to Mexico than at any previous time. That country produces an abundance of the common grades of lumber and building materials, but fine cabinet and house work comes from the United States, for the reason that very little is yet being done toward manufacturing the hardwoods that abound in that country.

The custom house reports show that there has been a notable increase in the exportation of mahogany and cedar logs during the last three months. Immense quantities were shipped to New York, Bristol and St. James from Vera Cruz and Tampico.

The Guerrero Development Company, composed of California capitalists, is the name of a new company recently organized with a capital of \$1,500,000, to develop a tract of 1,000,000 acres of land near the port of Acapulco, on the Pacific coast of Mexico. Much of this land is said to be covered with forests of valuable timber. The company will establish mills and export, via its own line of steamers, to other Pacific coast points in Mexico and the United States.

### Convention of Vehicle Manufacturers.

The vehicle manufacturers of the central states met in annual convention at the Grand Hotel, Cincinnati, Oct. 25, and elected the following officers for the ensuing year: President, Carl D. Fischer, Wapakoneta, O.; vice president, J. D. Dort, Flint, Mich.; treasurer, J. H. Keyes, Terre Haute, Ind.; secretary, O. B. Bannister, Muncie, Ind.

The vehicle wheel makers, representing seventy-five percent of the product of the United States, and the shaft and hickory pole manufacturers, representing ninety percent of the product, convened in separate sessions, their object being to see if they could agree upon a schedule of prices for the coming year. This desirable result was not accomplished, however, but committees were appointed to meet in Chicago within a few days, to make another attempt to agree on a price schedule.

The shaft and pole manufacturers demand an advance of ten percent on their product, because the supply of material is decreasing and the value correspondingly increasing. This is particularly true of hickory, for which there is no substitute. The wheel manufacturers were not willing to accede to the demand for the advance, claiming that it would compel them to advance the price of their product fifteen to twenty-five percent, which they were not certain the trade would stand, and hence the adjournment for future conference.

### The Laguna Company.

A comparatively new foreign wood house is The Laguna Company, with general offices at Davenport, Ia. The company is capitalized at \$3,000,000, and is the owner of 600,000 acres of mahogany, Spanish cedar, dyewoods, and other fancy hardwood timber lands in the province of Campeche, Mexico. The president of the company is Col. G. Watson French of Davenport, who is also allied with the Republic Iron & Steel Company of Chicago. The vice president is Judge Nathaniel French, and the secretary and treasurer, John J. Merrill. The same interests also control in Campeche about 2,000,000 acres of this same character of timber property.

The company proposes to develop its timber wealth on a very conservative basis and during this year has only forwarded three cargoes of mahogany and cedar to this country. Its shipping point is Laguna del Carmen. It has constructed thirty miles of narrow gauge logging railroad during the past year, and a portable sawmill where it will work up the coarser end of its output. The high-class logs will be shipped to Mobile, where the company contemplates building a first class sawmill.

In this connection, the company has just



secured the services of John H. Hill, Jr., who will be in charge of its lumber department. Mr. Hill has had a long experience in handling foreign woods, having been until recently associated with Lewis Thompson & Co., Inc., Philadelphia, and previous to that time with the Vinton Company at Detroit.

### Trees of North Dakota.

While Nature has done very little in the way of foresting North Dakota, still the state contains a considerable area of such woods as box elder, elm, hackberry, ash, cottonwood, poplar, basswood, oak, ironwood, birch, alder, pine, red cedar and cherry. This growth is generally of inferior type and not comprehensive enough in character to be of high commercial value as a lumber proposition.

The very fact that Nature has contributed something in the way of forest trees in this state is considered by a number of residents to be an important start in forestry measures for this commonwealth. If the footsteps of Nature be followed up as far as practical, and improved upon when possible, it is thought that there can be created a forest of commercial value. An attempt is being made to interest the North Dakota farmer to plant trees, especially on portions of his land that are not particularly adapted to the raising of grain.

### Through Kentucky and Tennessee.

Leaving Cincinnati, O., after a stay all too brief, my journeyings southward brought me to Lexington at the time of the regular fall races. Everything and everybody bows to his lordship, the horse, in Lexington at such a time, but this did not prevent a very hearty greeting from E. R. Spottswood of the hardwood firm of E. R. Spottswood & Son well known throughout the trade. The only cause for complaint in the otherwise satisfactory trade conditions is the customary car shortage.

There is always an evidence of that genuine spirit of courtesy and hospitality for which Kentucky is justly famed wherever you go, and H. G. Van Orsdel of Lexington typifies this spirit. He, too, is enjoying an excellent year's business.

A trip to Clay City, Ky., made possible the acquaintance of Floyd Day of the Swan-Day Lumber Company and also that hustling individual, C. M. Clark. The latter gentleman took pains to show me over the splendidly equipped plant this company is operating here. The specialties of the Swan-Day Company are poplar, oak, hemlock and white pine, and the business shows the expansion natural to expect from such efficient management.

Manager Rash did the honors at the office of the Loveland-Garrett Company, the well-known stave, tie and lumber manufacturers of Clay City. Mr. Rash reported business good, but on account of low water in the river the non-delivery of logs has retarded the fall output to some extent.

There is a place on the Q. & C. R. R. famous for the height of the bridge which spans the Kentucky river, and at this town of High Bridge is located the mill and general offices of the J. D. Hughes Lumber Company, manufacturers of all kinds of rough and dressed lumber. J. D. Hughes is the soul of hospitality, ably seconded by S. D. Noland, secretary and treasurer of the company.

A visit to the Roy Lumber Company's plant at Cincinnati was a well-desired appointment, as G. A. Roy, the president, was away on a business trip. It was a pleasure to meet again in the Roy offices, G. S. Stewart of Cincinnati in company with that popular young man, Hans Forchheimer of the Hugo Forchheimer Company, New Orleans, La., extracting the same old story of the low

Mr. Forchheimer the stock he recently purchased from the Roy Lumber Company—some of the finest Kentucky poplar, by the way, to be found in the state.

At Ford are located two large hardwood plants, that of the Ford Lumber Company and the well-known exporters and manufacturers, the Burt & Brabb Lumber Company. M. W. Lepp, secretary of the latter company, though a very busy man, kindly devoted the necessary time to tell of the satisfactory business of his concern in poplar, walnut and ash.

A special trip into Louisville gave the opportunity of a talk with Charles Stotz of the Stotz Lumber Company, who expressed himself as much pleased with the market situation.

Geo. Overstreet of the Southern Stave & Lumber Company also gave me his most cordial smile and related a few stories.

I went over to Frankfort to make the acquaintance of the new firm there, the Bell Point Lumber Company, and its manager, Mr. Robinson, who, while still a very young man, has shown great ability in the management of this plant. With the same careful supervision, this concern will become in a few years one of Kentucky's largest mills.

Edward L. Davis, whom I missed on a previous trip to Louisville, reported business with E. L. Davis & Co. as very good.

At Burnside, Ky., is located one of the mills and the main offices of the Kentucky Lumber Company with R. McCracken in charge, one of the most pleasant young men it has been my privilege to meet.

At Knoxville it was the Cincinnati experience all over again, for every one gave me the most friendly greeting and made me feel at home at once.

In visiting the office of the Logan & Maphet Lumber Company both these gentlemen were met, and their report of excellent business was attested by the general appearance of prosperity in all departments of their establishment.

Among the well-known men in the hardwood business in Knoxville is J. C. Kimball of the Kimball-McMahon Lumber Company. A call on this energetic young business man was thoroughly enjoyed.

A visit to the office of the Knoxville Sawmill Company gave opportunity for making the acquaintance of H. N. Saxton. Mr. Saxton reports business excellent and says his company has very little trouble with car service.

The Standard Handle Company enjoys busy times and a constantly growing patronage.

Mr. Evans of the Philadelphia Lumber & Veneer Company was out of the city, a fact much regretted, since I had anticipated a visit with him.

J. M. Miller of the Miller Lumber Company received me cordially, and when it was discovered that we were from the same state, we got quite "chummy." Mr. Miller has recently reorganized his company from J. M. Miller & Co. to the Miller Lumber Company, and is now well prepared to handle his rapidly increasing business. Mr. Miller spoke in very complimentary terms of the Record.

At Vestal, Tenn., a short distance from Knoxville, is located the yard of the Vestal Lumber & Manufacturing Company. Robert Vestal, general manager of this well-known concern, acted as guide on a trip through this most thoroughly equipped plant. He reports good business conditions—an active demand and firm prices.

MAC.

### Miscellaneous Notes.

Barley R. Eaton of Fitchburg, Mass., has purchased 2,000,000 feet of hardwoods on a tract in Demariscotta, Me., and next spring will erect a portable mill and convert his timber purchase into lumber.

The United States Handle Company of Piqua, O., has recently been organized with a capital of \$100,000.

The Unaka Handle Company is the name of a new Knoxville, Tenn., corporation which will engage in the manufacture of hickory handles.

The Vestal Lumber & Manufacturing Company of Knoxville, a veracious newspaper alleges, has made a shipment of six carloads of valuable walnut to England, to be utilized in interior finish in Buckingham palace.

The Goshen Veneer Company of Goshen, Ind., has commenced the erection of a new dry kiln which is constructed of concrete blocks.

The Pike Hardwood Lumber Company, Inc., Pikeville, Ky., is the name of a new corporation made up of Edward R. Miller, recently general manager of the Licking River Railroad Company and of the Yale Lumber Company at Yale, Bath county, Kentucky; and A. O. Springer, manager of the Big Woods Lumber Company at Lombard.

The Laigle Stave & Lumber Company of Hermitage, Ark., has recently incorporated with a capital of \$25,000 for the purpose of manufacturing oak lumber and staves. The incorporators are Louis Ederington, M. J. Anders, P. E. Jones and D. A. Brodhead.

The Findlay Lumber Company is planning the erection of a large sawmill at Rosedale, Miss., at which it will make a specialty of hardwood lumber.

John Morrison, Frank Shapter and R. H. Clark are the promoters of the Waltham Cabinet Company, recently organized at Toronto, Can., with \$10,000 capital.

The mill of the Lake Superior Lumber Company, Ashland, Wis., which has been idle six months, has resumed operations. Hemlock and hardwoods will be cut from a tract near Pratt, and it is expected that the plant will be run day and night all winter. The entire output of the mill has been purchased by the Rittenhouse & Embree Company of Chicago.

The High Point Roll & Panel Company has been incorporated at High Point, N. C., to operate a veneer factory. Work will begin shortly on a two-story building 50x100 feet.

Indian Territory is still one of the largest supply points for walnut timber in this country. Fifty carloads of walnut logs have been shipped from Broken Arrow this year. Most of it is exported to Hamburg for furniture manufacturing purposes.

The Mount Clare sawmill at Baltimore, belonging to the Baltimore & Ohio railroad, was destroyed by fire Nov. 1. Much valuable machinery and pine, oak and hickory lumber were destroyed. The loss approximated \$100,000.

Frank W. Peters, secretary and manager of the I. D. Force Handle Company of New Albany, Ind., was married Nov. 2 to Mrs. Lina I. Beard. Mr. Peters has been with this firm for over thirty years. He is also vice president of the Hickory Handle Manufacturers' Association.

Before long the hum of saws will be heard at the new veneer plant at Boyne City, Mich. One building is already completed and another almost ready for the roof.

W. C. Bowdoin of Belfast, Me., has contracted with Hopkins & White to clear one of his large timber lots which contains more than 500,000 feet of hardwoods and 1,000,000 feet of pine. The oak from this property will be shipped to Searsport, to be used in the construction of a wharf.

The Ontonagon Stave & Veneer Company has contracted with C. A. Senecal of Lake Linden for 2,000,000 feet of hardwood logs. This concern will finish cutting its present supply of hardwoods this week, and will then close for a few weeks for repairs and changes. The output has been between 30,000 and 10,000 staves a day for the past two months.

Dodge & Bliss' dry kiln at North Tonawanda, N. Y., was burned recently, and



\$20,000 worth of hardwoods and pine destroyed. Both kiln and lumber were insured.

Davis & Stitt of Marinette, Wis., advise that their concern is going out of business.

The Adirondack Hardwood Timber Company has been incorporated at Warrensburg, N. Y., with a capital stock of \$100,000. The directors are E. M. Beals, Helen A. Beals and A. A. Mudge.

A. Knight & Son of Battle Creek, Mich., are greatly improving their plant and increasing their facilities for the manufacture of doors, sash and specialties.

The Wachsmith Lumber Company of Duluth, Minn., reports a flourishing business. The season's cut of hemlock and hardwood lumber was 13,000,000 feet. The company has eight logging camps which employ 500 men. It owns 2,500,000 feet of standing hemlock, birch, basswood and red oak.

S. F. Derry of Standish, Mich., will run three lumber camps and cut 4,500,000 feet of hardwood logs this winter.

H. McDonald of West Mansfield, O., will build a handle factory in Prospect, O.

A petition in involuntary bankruptcy was filed recently against the Buffalo Panel & Veneer Company, Buffalo, N. Y., by three creditors who allege that the company is insolvent and has debts amounting to over \$3,500.

Ephraim Byrne is running his axe handle factory at Bryneville, Ind., to its utmost capacity, turning out first-class handles by dozens. Only second growth timber and one length of a tree are used.

According to a Toronto, Can., paper there is a movement under way for the amalgamation of manufacturers of cooperage stock and the formation of a big joint stock company with a view to improving trade conditions, which have been unsatisfactory for some time. A number of the principal manufacturers of staves, hoops and headings in Ontario met at Toronto recently to discuss matters pertaining to the industry, and talk over the proposed consolidation. Those present were members of the Canadian section of the American Cooperage Association. The meeting was of a private character.

Fire in the barrel manufacturing plant of Goepper Bros., East Cambridge, Mass., recently destroyed buildings and stock to the extent of \$40,000. Adjustment has been made for \$28,000; \$25,000 on stock and \$3,000 on buildings. The company will rebuild immediately.

Dixon, Ill., during the past two weeks has shipped 18,000 feet of walnut logs to William McCurley, purchasing agent for the Lesh, Prouty & Abbott Company, East Chicago, Ind. Half these logs were cut from the Godfrey farm near Dixon.

Lumbermen operating in the vicinity of Hopewell, N. J., have felled some very large white oak trees. A number of fine logs have been cut on the farm of Charles N. Hoagland, which measure fifty feet in length and from three to four feet across the butt.

The new handle factory at Tower, Mich., owned and operated by D. A. Stratton of Alpena, is a busy one. It turned out 12,000 handles complete as a day's work recently.

Salamanca, N. Y., is to have a new industry. The Salamanca Veneer & Panel Works Company, capitalized at \$40,000, has been incorporated there for the establishment of a veneer and panel plant. P. E. Senett of Buffalo, E. B. Vreeland, Hudson Ansley, C. R. Gibson and C. W. Terry of Salamanca are the directors.

Three carloads of machinery and equipment for the handle factory at Connersville, Ind., arrived a few days ago and will be installed at once.

The Hawkins broom handle factory, Sumas, Wash., has commenced operations. It has a capacity of 10,000 handles a day, besides other turning work.

In the trophy room of President Roosevelt's Oyster Bay home there is a mantel made from the log of camagon wood which was part of

the Philippine exhibit at the St. Louis fair and was presented to the president at the close of the exposition. The wood varies in color from a light greenish tint to a very dark green and is exceedingly hard. The camagon tree grows only in the Philippines, and even there it is rare.

The plant of the Hardwood Manufacturing Company, a new corporation recently formed at Caledonia, N. Y., is nearly completed and the company will shortly begin the manufacture of all kinds of hardwood merchandise.

R. A. Wheeler, W. F. White and others are the promoters of a new enterprise at High Point, N. C. Decorative molding for furniture, street cars, store fixtures and show cases will be manufactured. The company has good financial backing and other lines of manufacture will be undertaken later.

A new handle factory is being built at Scottsburg, Ind.

The large addition to the Jamestown Panel & Veneer Company's factory at Jamestown, N. Y., is being rapidly completed. The company is pressed with orders, making the hurried work on the factory necessary.

The recently organized Hill Veneer Company of High Point, N. C., has commenced work on several new buildings there.

The Carrison Veneer & Woodwork Company's plant, Columbus, Ga., was totally destroyed by fire recently. The loss was heavy, but being well covered by insurance, the company will probably rebuild. The plant was erected about a year ago.

The Baltimore Veneer Panel Company, incorporated October 24, will erect a large plant at Highlandtown, Md. Ground has been broken for the main building, which will be three

stories high and 153x60 feet in dimensions. A dry kiln 40x108 feet, a boiler and engine house and other outbuildings will also be constructed. The plant will cover a block of ground and the total cost of buildings will be \$50,000. Charles J. F. Steiner is president and Edward A. Geiger secretary-treasurer of the company.

Capt. Lorenz A. Nelson of Racine, Wis., has filed a petition in bankruptcy, with liabilities in excess of \$40,000 and assets of less than \$10,000. For twenty-five years Captain Nelson has been successfully engaged in the vessel and hardwood lumber business at Racine, enjoying the entire confidence of business men of that and other cities. It is rumored that he will endeavor to engage in business again.

Russell E. Gardner, a St. Louis buggy manufacturer, recently closed a deal for 6,500 acres of hardwood timber lands in Grant, Cleveland and Dallas counties, Arkansas. He is looking for a factory site in the vicinity of Pine Bluff, on which will be erected a large buggy manufacturing plant which will use timber from this tract.

The new veneer mill at Owensboro, Ky., on the L. & N. railroad, is nearly completed. It is a substantial two-story frame building and will be equipped with up-to-date machinery for sawing and finishing veneers.

A Toronto paper announces that a veneer mill will probably be established in the near future at St. John to handle the woods grown on the property of the Chemalapa Land Company of Mexico, making that city the distributing point for the Dominion. There should be a good demand for the twenty-five varieties of woods, which includes Spanish cedar and mahogany, since Canadian hardwoods are growing scarce.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

Among the local callers at the RECORD office during the last few days was S. P. C. Hostler of 314 Giddings street, who is the local representative of the Advance Lumber Company of Cleveland. This company has grown to be one of the largest as well as most catholic handlers of lumber in the United States, its line of manufacture including nearly all varieties of hardwoods and building woods. It operates numerous hardwood plants in West Virginia and throughout the South, besides being a large buyer of bulk stock. Mr. Hostler says that in his thirty years' experience in the lumber business, he has never seen trade as active as at the present time. The only drawback to a large volume of business is the inability of his company to secure transportation facilities.

The HARDWOOD RECORD is indebted to C. Crane & Co., the big poplar and oak manufacturers of Cincinnati, with an annual capacity of 100,000,000 feet, for a handsomely framed halftone engraving, made from wash drawings and photographs, illustrating its several sawmills and big lumber yard along the Ohio river at Cincinnati, and several views of rafts of big poplar on the Guyandotte and Ohio rivers.

Among the hundreds of letters enclosing subscription orders, which the HARDWOOD RECORD has received during the last few months, perhaps the most modest concern writing is the Benoit Lumber Company of Watizit, La. Prominently displayed across its letterhead is the legend "Onliest One-Hoss Lumber Concern in the South." It is possible that the Benoit Lumber Company is too modest, or has not visited all the "one-hoss" sawmill plants in the country, as, for example, that of the Rattlesnake Lumber Company,

near Elkins, W. Va. The Benoit Lumber Company is a manufacturer of yellow pine and hardwoods and H. T. Benoit is its manager.

W. A. Post, the hardwood lumber and hoop manufacturer of Greenwich, O., was in town on Thursday participating in the cooperage convention and paid the RECORD office a call.

For quite a number of years there has been plowing around in the slough of trade journalism a paper known as Dixie, published at Atlanta, Ga. A recent issue of this publication has just reached this office, under the title of "Dixie" Wood Worker, with the word Dixie outlined and subordinate to the title of Wood Worker. If the publishers of this paper had had the good taste not to purloin the name of a well-known publication of standing and character—the Wood Worker of Indianapolis—it is more than likely that it might have been welcome in the class of woodworking publications.

There will be a meeting of the Vehicle Woodstock Company, of which B. F. Von Behren of Evansville is president, at the Great Northern hotel, Chicago, on Nov. 21 and 22. A banquet at the hotel on the evening of Nov. 21 will be a feature of the meeting.

The RECORD sanctum was illumined Nov. 2 by a call from the bald-headed bard of the Pacific Northwest, Frank B. Cole, editor of the West Coast Lumberman of Tacoma, Wash.

The RECORD has a letter from R. McCracken of the Kentucky Lumber Company of Burnside, Ky., announcing a Hoo-Hoo concatenation to be held at Somerset on the evening of Nov. 15.

B. R. Thompson of the Thompson Lumber Company, Grand Rapids, spent a few hours in Chicago last week, homeward bound from a southern buying tour. He alleges he has never seen oak so scarce in the south country as it is at the present time.



The **HARDWOOD RECORD** is advised by Putnam & Savidge, wholesale building lumber and hardwoods, Cleveland, O., that in order to obtain additional office room it has been necessary for them to move their headquarters from the Arcade building to 934 and 935 Williamson building.

The Southern Cypress Manufacturers' Association will meet at the St. Charles hotel, New Orleans, Nov. 22 and 23. A large attendance of southern cypress men is expected and several important committees will report, so that the meeting will doubtless be exceedingly interesting and valuable.

George D. Emery, the eminent mahogany magnate of Boston, was a Chicago visitor a few days ago.

William Wilms, vice president of the Paepcke-Leicht Lumber Company of this city, is absent on a trip of inspection to the company's southern operations.

N. A. Gladding, sales manager of E. C. Atkins & Co., Inc., of Indianapolis, was a visitor at the **RECORD** office a few days ago. Mr. Gladding reports business never better and says that even the recently increased facilities of the big Atkins company are already tested to their utmost capacity.

Last Friday the **RECORD** received a welcome call from W. C. Johnson, the dean of the lumber mutual fire insurance fraternity, president of the Lumber Mutual Fire Insurance Company of Boston. Mr. Johnson has made a most enviable record in the conduct of the affairs of his insurance company. His rate of dividend to policy holders is now permanently established at thirty-three and one-third percent, and besides this he is showing a handsome accretion of profits. This company has saved policy holders during the past ten years more than \$300,000 in premiums. In the nine months of the current year the company's gain has been upwards of \$50,000. In the case of the Lumber Mutual Fire Insurance Company it has been amply demonstrated that conservatism pays. Under the rigid Massachusetts insurance laws this company does business in a good many states and its policies have become especially popular in Michigan, Wisconsin and Ohio.

James Cooper of the Briggs & Cooper Company, Ltd., Saginaw, Mich., was a Chicago visitor this week.

R. S. Cooper, Memphis manager of the Briggs & Cooper Company, Ltd., was among the callers at the **HARDWOOD RECORD** office this week.

Among the hardwood lumbermen who were Chicago visitors at the several conventions held during the past fortnight were R. W. Higbie, New York City; W. J. Wagstaff, Oshkosh, Wis.; H. C. Humphrey, Appleton, Wis.; B. F. McMillan, McMillan, Wis.; Earl Palmer, Paducah, Ky.; R. H. Vansant, Ashland, Ky.; F. W. Vetter, Buffalo, N. Y.; E. P. Arpin, Grand Rapids, Wis.; B. W. Thompson, Grand Rapids, Mich.

### Boston.

A. Corse of Orange, Mass., and F. Roberts of Brattleboro, Vt., have bought out the wood-working plant in Orange which has been operated by George Lawrence for thirty years. The new owners will enlarge the plant and fancy finish will be added to the output.

In the death of Franklin A. Hall of Charles town, Mass., one of the oldest retired lumbermen in the country has passed away. Mr. Hall was a member of the firm of Noble & Hall, and retired from active business about thirty-five years ago. He died on the anniversary of his birth, aged 86 years.

V. W. Macfarlane of Greenville, Me., is coming a new visitor.

Frank L. Allen has repurchased his interest in the Lumber Company of Fall River, Mass., which he sold to Edward B. Francis in September, at which time he in-

tended to retire. The capital stock of the corporation is \$40,000.

The New England Furniture Manufacturing Company of Cambridge, Mass., has been incorporated with a capital stock of \$10,000. The incorporators are Eskil G. Nelson, John S. F. Seavey and Mattie A. Seavey.

F. B. Reynolds, president of the Boston Lumber Company, has returned from an extended trip to the Provinces.

F. Rueb of Rueb & Glackman, Rotterdam, Holland, recently visited the trade in this city. Upon leaving here he went to Chicago.

Joseph Hilton of the Hilton & Dodge Lumber Company of St. Simon's Mills, Ga., visited this market recently. This concern is erecting a large dry kiln at its cypress mill near Brunswick, Ga.

Frank Lawrence of Lawrence & Wiggin was confined to his home early in the month as the result of being run over by an automobile.

Fred B. Loud of the H. M. Loud's Sons Company, Au Sable, Mich., was in Boston early last week. Mr. Loud is also manager of the Buffalo Maple Flooring Company of Buffalo, N. Y. This company recently went into the hands of a receiver. Mr. Loud and others have bought the plant and will operate it.

George Miller, for seventeen years superintendent of the C. W. Leatherbee Lumber Company, has gone to South Carolina to look over a sawmill proposition. Mr. Miller resigned from the Leatherbee Company last spring.

The L. P. Aubin bobbin mill of Newport, Vt., which was recently destroyed by fire, is to be rebuilt on a large scale.

Harry C. Philbrick of Boston is receiving the congratulations of his many friends in the trade upon the recent birth of another son.

William H. Wood, a member of the Wood-Barker Company of Boston, has recently taken over the interests of J. M. Buck in the J. M. Buck Lumber Company of Johnson City, Tenn.

Charles S. Wentworth of Charles S. Wentworth & Co. of Boston has been spending a week or ten days in New Brunswick. Ralph Woodbury, salesman for this company, returned from his wedding trip about two weeks ago.

### New York.

Charles F. Fischer, hardwood retailer of this city, has been appointed vicegerent snark for the eastern district of New York. The Empire state will be heard from very soon with a rousing concatenation.

F. E. Longwell, for several years lumber purchasing agent for the National Casket Company of Hoboken, N. J., has severed his connection with that company to assume the management of the Huntsville Lumber Company of Jamestown, N. Y., taking the place of Milton D. Stone, who was recently accidentally shot and killed in the Adirondacks. E. S. Foster, manager of the hardwood department of R. B. Currier at Springfield, Mass., has been appointed successor to Mr. Longwell and will take up his duties at once. Mr. Foster has a host of friends who are congratulating him on his new appointment.

R. W. Higbie, 45 Broadway, city, has just closed a deal for a large tract of hardwood timber. He will proceed to erect a mill to manufacture same.

C. H. Stanton of Buffalo, N. Y., manager of the Michigan Maple Company, was a recent visitor here in the interest of business.

F. M. Harlow of Harlow, Todd & Co., Hartford, Conn., was in New York recently. He states that his firm has taken over the hardwood plant of J. H. Silsby & Co. at Lowell, Vt., and will manufacture about 5,000,000 feet of hardwoods the coming year in connection with its other lines.

There have been some changes in the light-erage limits of New York harbor to the effect that the limits on the east shore of Staten

Island now read: "Between Bridge Creek (Arlington) and Clifton, both inclusive and including Elm Park, Erastina and Shooter Island." These changes are now effective and are of interest to shippers to this market.

A. L. Foster of the J. W. Thompson Lumber Company, Memphis, Tenn., has been looking over the situation here during the past week. He reports business very satisfactory.

E. M. Price of Price & Hart was an interested attendant at the grand jury proceedings of the lumber exporters' case against the Johnston Line of steamers on the through bill of lading matter at Baltimore last week.

The following is evidence of what the lumber fire insurance companies are extending to the trade in the way of prompt settlement: The big Rhinelander fire occurred on October 4, and on October 14 the Lumber Insurance Company of New York, 66 Broadway, city, sent its draft in full for its share of the line, amounting to several thousand dollars.

F. B. Jones, formerly connected with the Berlin Machine Works, Beloit, Wis., has joined the force of the American Wood Working Machinery Company in this city and will in future act as the direct representative of President J. E. McKelvey.

James T. Mulgrew, for several years associated with the Carroll Box & Lumber Company of this city, has engaged in the wholesale hardwood business on his own account with offices at 1133 Broadway.

Samuel Burkholder of the S. Burkholder Lumber Company, Crawfordsville, Ind., was a recent visitor in the interest of business.

Shwab Bros., manufacturers of plumbers' woodwork and hardwood trim, Brooklyn, have purchased a large factory in that city, which is being equipped with up-to-date appliances, and when complete will be the largest plumbers' woodwork factory in the East.

Robert Patterson of the Patterson Lumber Company, Philadelphia, was here Oct. 21 to meet his mother and sisters on their arrival from Europe.

W. J. Eckman, secretary of the M. B. Farrin Lumber Company, Cincinnati, accompanied by W. H. Pfeister, Philadelphia representative, spent several days here during the fortnight on business. He reports the hardwood line satisfactory.

The American Saw Mill Machinery Company of this city is about to establish a branch selling office in Syracuse, N. Y.

Thirty-three delegates representing Canadian and New York manufacturers and wholesale interests held an important meeting in this city Oct. 25, to consider the proposed change in rates from northern points to this city from a rate per thousand feet to a rate per hundred pounds, as announced by some of the transportation lines to become effective next spring. A committee with a paid secretary will be appointed to take up the matter with the railroads and to bring pressure to bear to secure a withdrawal of the announcement. W. A. Crombie of Wm. M. Crombie & Co. was chairman of the meeting, and now has the appointment of the committee under consideration.

### Baltimore.

The matter of clean through bills of lading is now fairly before the United States courts, the federal grand jury here having found presentments on Oct. 25 against Gilbert H. Cobb, district freight agent of the Pennsylvania railroad and the Hamburg-American line of steamers, and Robert B. Ways, foreign freight agent of the Baltimore & Ohio railroad and the Johnston line. This is the outcome of a complaint filed last May by John L. Alcock & Co. of this city, which charged that Messrs. Cobb and Ways had conspired to evade the provisions of the Harter act by refusing to issue unqualified bills of lading in order to avoid responsibility for



loss and damage arising from negligence, improper loading or stowage, or improper delivery.

The purpose of the suit is to compel every transportation company in trunk line territory to give a valid receipt for shipments, or guaranteed piece count at ports, similar to that which the steamship companies are already giving, in order that the latter may be assured that the railroads are behind them in the matter of piece count, when the steamship company gives the shipper his clean bill of lading. No date for the hearing has yet been set, but the case will be pushed as rapidly as possible.

The Baltimore Builders' Exchange, in which a number of lumbermen hold membership, is to have a permanent exposition of building materials. The rooms occupied by the exchange at Lexington and Charles streets, are now being fitted up for the purpose. The exhibit will embrace building materials of all kinds and will supply object lessons in their use.

The firm of Eisenhauer, MacLea & Co. has been organized as a company to be known as the Eisenhauer-MacLea Company, and is moving to a new location on Central avenue and Aliceanna street. The corporation will take over the business of the old firm and will have a capital stock of \$150,000, divided into hundred dollar shares. The incorporators are George Eisenhauer, Daniel MacLea, Frank A. Mullikin, John Rae Haswell and George R. Willis, the latter an attorney. The incorporation was suggested by Mr. Eisenhauer, who has not been very robust for some time and desired to be relieved of some of the worries of the business.

The old desk in the Maryland senate chamber at Annapolis, before which George Washington resigned his commission as commander-in-chief of the Continental Army, has been sent here to be renovated and put into its original condition. The work is being done by the firm of M. L. Himmel & Son on Frederick street. The chamber also will be restored to its original setting.

### Pittsburg.

The mills and offices of the Yough Manor Lumber Company and the H. C. Huston Lumber Company were closed October 30 on account of the death of Mrs. Elizabeth Kendall of Meyersdale, Pa., mother of J. L. and S. A. Kendall.

The Pittsburg Wholesale Lumber Dealers' Association has resumed its weekly meetings and the members lunch together at the Hotel Henry every Tuesday.

William Tyson of McClure, Tyson & Irwin, Gladly, W. Va., was a recent visitor in Pittsburg.

F. K. Bradshaw, who has charge of the Pittsburg end of the Pennsylvania Lumber Company's business, has been in West Virginia for a week. It is reported that his company has made a nice purchase of timber in that state and will start extensive operations there very soon.

S. S. Henderson, manager of the Pocahontas Lumber Company, Brookville, Pa., spent a few days in Pittsburg the early part of the month. His company has a hardwood and spruce mill which is putting out 20,000 feet a day.

J. S. McNaugher of the L. L. Satler Lumber Company is back from a long trip through the Southwest, where he had many experiences with officious yellow fever guards.

The Forest Lumber Company is one of the firms that has sent a representative into the field to rush cars. He is at Beverly, W. Va., and is making matters hot for the railroad authorities in that part of the country.

R. K. Herbertson of the Cheat River Lumber Company is back from a successful trip through West Virginia and Virginia, where he contracted for considerable hemlock and hardwood. R. E. Chapin of the same company took a flying trip to the East lately and booked a nice line of business in chestnut and hardwoods.

The Kendall Lumber Company, which was formed with a capital of \$1,000,000 last month to take over 24,000 acres of timber land in Maryland, has applied for a Maryland charter. It took formal charge of the tract November 1, and is arranging for some large shipments from the mill now on the property.

Fred Wilson of the W. M. Ritter Lumber Company of Columbus, Ohio, called on his Pittsburg friends the other day. He is carrying a fine list of orders on his books for Pittsburg delivery.

I. F. Balsley, manager of the hardwood department of James I. M. Wilson & Co., reviews the hardwood situation in Pittsburg thus: "Oak finish is in first class demand. There is a good call for ash in all thicknesses in the East for manufacturing purposes. Pennsylvania and Ohio factories are also taking a large quantity of ash and hickory, but much of this is supplied from the local mills direct. Maple flooring and finish are selling well, with prices very firm. Birch in log run is in good call, most of it going to furniture manufacturers. Very little beech is being sold here, for Pittsburg, in good times, pays very little attention to this wood and it is furnished by smaller firms in the country. The cheaper grades of oak are in much better shape than two weeks ago and for the best grades there is a splendid market for both white and red."

The J. M. Hastings Lumber Company has lately bought 10,000,000 feet of standing oak timber in West Virginia and will begin to cut it at once. The tract adjoins the company's mill at Jacksonburg, which has a capacity of 30,000 feet a day. The lumber will be shipped over the Baltimore & Ohio railroad and much of it will be marketed in Pittsburg.

The plant of the Pittsburg Wheelbarrow Company was totally destroyed by fire last week. The loss is estimated at \$20,000, about half of which was covered by insurance. A large stock of hardwood and poplar lumber was burned besides over 1,200 barrows which were ready for ironing.

A brilliant opening to the autumn society season was the wedding at Trinity Episcopal church October 30 of Gladys Lonsdale Painter, youngest daughter of Park Painter, a wealthy retired manufacturer, and George Washington Nicola of the Nicola Brothers Company. The couple left for New York the same night, and sailed November 9 for Europe to be gone until February.

William T. Mumroe is making a specialty of mill work orders this year. He has a fine suite of offices in the Diamond Bank building and is pushing business hard.

D. L. Gillespie & Co. are still furnishing lumber for the immense filtration plant at Aspinwall, just above Pittsburg. An elevated tramway three miles long has been constructed, which in itself consumed a big lot of coarse lumber. In addition the cribbing, sheds and cabins of the army of laborers have taken dozens of car loads of lumber every month. The foundations are nearly completed for the pumping house, but it is possible that work on it will not be started till spring.

J. J. Linehan of the Linehan Lumber Company has gone to Cincinnati to force a hurry up method of getting cars. Last week the company closed out the last piece of dry oak it had in stock and they are now up to the saw on this as well as several other kinds of lumber.

Surveyor General G. L. Smith of the National Hardwood Lumber Association was in Pittsburg October 18 and called on most of the hardwood firms. His visits are always looked forward to with interest by the hardwood men for they realize the importance of keeping matters well lined up in order to protect the trade.

The Blue Ridge Lumber Company has applied for a Pennsylvania charter. The incorporators are W. H. Herbertson, Jr., M. L., R. H. and R. K. Herbertson, all of the Cheat River Lumber Company, J. W. Davies, R. E. Chapin and H. T. Domhooff. The company has a capital of \$50,000, and is about to close a deal for a large tract of hardwood lands in West Virginia.

The party of Pittsburg wholesalers who made up the last Merchants and Manufacturers' Association's pilgrimage into central Pennsylvania reports a rousing good time. They were gone five days and stopped at many towns along the way. Johnstown and Cumberland were the important stops. Incidentally not a man returned without a substantial list of orders and a weight of good feeling for future prospects.

### Buffalo.

Settlement of the affairs of the Buffalo Veneer & Panel Company proceeds rather slowly, as one of the managers of the company, William F. Felton, is trying to buy up the claims at 50 cents on the dollar, in order to shut off serious inquiry into the reason why he has managed to get \$28,000 in debt with a small mill in four months. The receiver is H. H. Roberts, who represents an Indiana creditor.

It is reported that the claims of smaller creditors against the Buffalo Maple Flooring Company are now about settled by the larger ones, but they are not yet ready to announce a plan of reorganization.

Visitors at the headquarters of the Buffalo Hardwood Lumber Company will find the office doubled in size and the yard much enlarged. The Wall brothers have also arranged to furnish the electric lights for the village of Blasdel, where their table factory is located.

F. W. Vetter returned a few days ago from the Chicago meeting of lumber interests, after visiting the southwestern lumber stock of the Empire Lumber Company. He will be off that way soon again.

O. E. Yeager took a trip with Hugh McLean recently to the latter's game preserve in Canada for a short hunting season.

Manager Krebs of the Louisville branch of the Hugh McLean Lumber Company has now taken charge of the company's new mill being constructed at Memphis, and W. A. McLean will look after both the mills at Louisville and that at New Albany.

The lake hardwood trade of Taylor & Crate has improved some of late, but their Tudor oak from the Mississippi mill is still the leading good thing in the list and will be pushed actively right along.

Scatcherd & Son will soon take another fall out of the Memphis district, both in the line of getting in the logs held up by the quarantine, and in securing more timber. Home trade is active, the lumber outgo exceeding receipts.

G. Elias & Bro. will go into winter with more lumber than usual, due to the heavy receipts by lake.

I. N. Stewart & Bro. are doing a lively business in shipment to the seaboard, in oak as well as cherry, the junior member being obliged to make a trip to New York lately to complete some transactions in that direction.

The receipts of lumber from the South by A. Miller of late have enabled him to command the car situation outward as well and he has made good use of the chance afforded. Business is good.

There is always a big stock of oak lumber in the yard of the Standard Hardwood Lumber Company, but sales are such that more timber must be had, and A. W. Kreinheder will soon be in Tennessee to look up some new tracts.



Buffalo door mills are very active, especially the latter part of the week being far behind their orders. New York is a heavy buyer and wishes to be satisfied. Boxes have run very heavy, but are dropping off a little now.

#### Detroit.

Local hardwood dealers are having trouble with phenomenal lake freights. In the last month, even before the series of terrible storms on the Great Lakes, the lake freights were raised so that now they are just double what they were previously.

The Detroit Box Company has been adjudicated an involuntary bankrupt. There are about seventy-five creditors and the total of liabilities is given as \$68,104.41. The largest claims are that of the Kelly Lumber & Shingle Company of Traverse City, Mich., and the Vinton Company of Detroit. The president of the company is William N. Kelly of Traverse City, Mich.

Donald McLean, president of the McLean Bros. of North Tonawanda, N. Y., died suddenly in the Hotel Cadillac of heart failure and congestion of the lungs. He had been treating here for cancer of the eye.

A dispatch from Iron Mountain, Mich., says that Andrew Bjorkman, a lumberman of that place, will bank this winter 14,000,000 feet of pine, hemlock, basswood, elm and cedar logs in Dickinson and Iron counties. He employs 400 men.

George McClure of the McClure Lumber Company, leaves this week for Eutaw, Ala., to inspect his new mill there. His brothers Albert and Charles are already down there.

#### Saginaw Valley.

C. T. Kerry of the Kerry & Hanson Flooring Company of Grayling reports that the plant which was built this season is running nicely. A large warehouse has just been finished and the company is now building houses for its employees. A force of fifty men is employed. The stock for the flooring plant is cut by Salling, Hanson & Co. of Grayling on their own lands, the logs are hauled to their sawmill at Grayling and converted into lumber and thence go into flooring.

The scarcity of cars continues to handicap the lumber trade. The Kerry & Hanson Flooring Company of Grayling had orders for eighteen cars of flooring last week and could only move five cars. This is about the average of cars furnished to the number wanted by most lumber firms. W. D. Young & Co. are one hundred cars short of enough to fill orders and have been in this condition the last month. The Eastman Flooring Company, and in fact every concern handling hardwood stock are desperately short of cars. It would require more than five hundred cars at this date to take care of the business that is offering.

The Briggs & Cooper Company, Ltd., has experienced a fair trade. The company has had a good business in furnishing oak to eastern concerns, getting the stock from Indiana and the South. It has also been handicapped by the scarcity of cars.

The Michigan Central has handled 60,000,000 feet of hardwood logs on its Mackinaw division this year up to October 1, and it will handle the coming year a large quantity of logs as usual. A number of firms are cutting logs the year through and this winter small operators will put in a large quantity of logs. The larger percentage is maple, with basswood, beech, elm, birch and ash following. Only a small quantity of oak is found. This timber was pretty well skinned off some years ago when the lower peninsula was overrun by dealers in square timber. W. D. Young & Co. of Bay City are the only one in the lower peninsula that it. Ash is rather scarce but a number of lots are being cut.

Thomas Denton of Saginaw, who has been getting out square timber in Michigan the last thirty years for Quebec firms, will get out about 100,000 cubic feet of elm this winter in the vicinity of Cadillac.

The Kneeland, Buell & Bigelow Company filed articles of incorporation last week with a capitalization of \$100,000. D. M. Kneeland was elected president, Frank Buell vice president and Charles A. Bigelow secretary treasurer and general manager. The new concern has taken possession of the Wylie & Buell Lumber Company's sawmill at Bay City, which will be operated ten hours a day, the intention being to cut 20,000,000 feet of lumber annually with it as it is a double band mill. The Kneeland-Bigelow Company's mill will be operated day and night, it being a single band mill, and it is calculated to cut 20,000,000 feet a year.

The Michigan Central is extending the Haakwood branch several miles into timber owned by the Wylie & Buell Lumber Company, the Kneeland-Bigelow Company and the Kneeland, Buell & Bigelow Company. The Wylie & Buell Company furnish stock to Bliss & Van Auker of Saginaw and some logs to other concerns on the Saginaw river and a number of million feet each year to the Kneeland, Buell & Bigelow Company.

S. G. M. Gates is cutting about 7,000,000 feet of lumber at his Bay City mill. He has just received a verdict of \$1,900 against the Detroit & Mackinac Railway Company, the suit growing out of complications in a log hauling contract.

#### Grand Rapids.

One of the local newspapers states that at the meeting of the National Association of Case Goods Manufacturers, to be held Nov. 8 at the Auditorium hotel, Chicago, a ten per cent increase in the selling price of furniture will be decided on, to take effect immediately. This action is probable, though by no means certain. Grand Rapids is well represented in this organization and the leading manufacturers have felt for a long time that they were selling their product too cheap. Business has been exceptionally good this fall and this condition no doubt has a price-stimulating effect.

C. L. Houseman of Muskegon has bought of C. E. and M. B. Covell of Whitehall the hardwood tract of 232 acres lying twelve miles north of Muskegon, on the lake shore, known as Beechwoods. He will cut out the oak and other timber, leaving the beech and will put in a camp of fifty men at once.

C. B. Colburn has purchased the interest of his partner, R. Quackenbush, in the firm of Quackenbush & Colburn, wholesale dealers in furniture hardwoods at Grand Rapids, and will continue the business, with offices in the Pythian Temple. Mr. Quackenbush is now with the J. F. Quigley Lumber & Land Company.

Scarcity of cars and tedious slowness in moving them is the universal complaint with the lumbermen now.

Considerable hardwood is being cut along the Detroit & Mackinac and the Michigan Central lines, in the eastern portion of the state. Snow began falling at upper points in the state early in November and cutting and skidding has begun.

Citizens of Buchanan will raise \$3,800 to aid the Buchanan Cabinet Company in rebuilding its plant recently destroyed by fire.

Quartered oak interior finish is being turned out by Chas. Grier of Charlotte for a church at Salt Lake City.

The Michigan forestry exhibit at St. Louis, which was secured by the Kent museum at Grand Rapids, will be arranged for inspection in a new building soon. Curator Sargent will add to the collection of woods, making it one of the finest state exhibits in the country.

The Hamilton & Merryman Lumber Company will operate a number of logging camps on the

Menominee range, employing 350 men in the vicinity of Iron Mountain. The logs will be shipped to Marinette for manufacture.

Several thousand feet of mahogany logs have been cut this season at the Halladay mill in Grand Rapids for the Phoenix Furniture Company. Most of the stock came from the ports of Assinee and Axim, on the west coast of Africa, via Liverpool. Several of the largest furniture manufacturing concerns here buy in the log, placing orders five or six months ahead with English agents to pay up to a certain figure at the Liverpool auction sales. During the winter months the logs are usually brought by vessel to Portland, Me., and in summer to Montreal, thence by rail to Grand Rapids. Mahogany lumber from Mexico, Central America and Cuba usually comes via New Orleans.

Fire destroyed the Bellaire Woodenware Company's plant at Bellaire, entailing a loss of \$50,000, with small insurance. The Henry Richardi factory was saved by hard work. The destroyed plant was one of the largest clothes pin factories in the country.

The Cadillac Handle Company is spending about \$20,000 in improvements and new machinery at its Harsistown plant. The machinery includes new boilers and engine, a band resaw and rotary rattlers are to replace the old dry kiln system of drying broom handles. A dynamo will be installed in the engine room to furnish electricity for lighting the plant.

The Grand Rapids & Lake Michigan Transportation Company has decided to defer active operations on the river between Grand Rapids and Grand Haven until spring. The second boat of the fleet is nearly completed and it is expected that large quantities of freight will be moved over the all-water route next year. Several of the largest furniture manufacturers are stockholders in the enterprise.

J. E. Reiter, in charge of the Longfellow & Skillman Lumber Company's interests at Levering, is in Grand Rapids for a few days. The company will not rebuild at Levering, and good sales are reported in cleaning up the stock at that point.

#### Milwaukee.

The John R. Davis Lumber Company, Phillips, Wis., has shut down its sawmill for the usual repairs, after a successful day and night run during the summer. It now has in pile a nice stock of birch, basswood, hard maple, black ash, elm, pine and hemlock. This enterprising company has a novel method of advertising its wares. In every letter written a circular is enclosed, which states that a Christmas tree will be included with each carload of lumber ordered before Dec. 31. It is also added that a small one will be put in for the baby, if desired.

Reports from the mills of the Page & Landeck Lumber Company near Crandon indicate that the company will have a most successful season. Most of the logs are hauled to mill by rail, so that weather conditions do not hamper operations to any considerable degree. Last Saturday night Crandon was visited by a fire which threatened to wipe out the entire village, owing to the fact that it has no fire protection. Among the twenty or more structures burned was the Page & Landeck store building, causing a loss of \$7,000. This was covered by insurance.

The John Weeks Lumber Company of Stevens Point has purchased all the logs and timber lands of the Grand Rapids Lumber Company, Grand Rapids, Wis. The cut will be sawed at Stevens Point.

Daniel MacGillis, secretary treasurer and general manager of the MacGillis & Gibbs Lumber company of this city and Seattle, died at his home in this city Oct. 26. He was 46 years old, was born in Lancaster, Ont., and had been identified with the lumber industry practically all his life.



The Murray-McCann mill, Superior, suffered a loss of \$25,000 by fire on Oct. 31. The damage was covered by insurance.

The new spur into the Luger Lumber Company's plant near Phillips will soon be completed and in use. This is a branch of the Luger Lumber Company of Minneapolis. It owns a fine tract of timber, and while it has not yet marketed its stock, it is expected to make a bid shortly for the hardwood trade.

The George P. Miller Lumber Company, Phillips, has established all its camps for winter logging and has prepared to make an extensive cut during the season.

Edward J. Young of the Brittingham & Young Company, Madison, was in the city recently.

### Bristol.

Col. Isaac H. Bailey of Mitchell, N. C., has sold the timber on 30,000 acres of land to a recently organized lumber concern at that place, for \$75,000. The purchasers have in view the early erection of mills and a large furniture factory, which may be located near Bristol. The tract is said to be one of the finest pieces of timber land in North Carolina and contains chiefly oak and poplar. Bristol people are supposed to be interested in the deal, but only meager information can be secured.

The Dallas Lumber Company of Dallas, Gaston county, N. C., has been granted a charter. The capital stock of the corporation is \$35,000, which will be increased to \$50,000 within a few months.

Other new corporations in North Carolina are the American Box & Veneer Company of Raleigh, with a capital stock of \$100,000, and the Marion Lumber Company of Marion, with an authorized capital stock of \$50,000.

The Builders' Lumber Company's plant in Cumberland county has been sold to W. H. Anderson of Washington, N. C., the consideration being \$12,500. Mr. Anderson will operate the plant.

The Dixie Lumber Company of Marietta, O., has leased a yard at Grafton, W. Va., and will make that city a distributing point.

William S. Crumley, for several years connected with the James Strong Lumber Company of Bristol, has gone to Chattanooga, Tenn., where he will be identified with the Case Lumber Company.

The Goodstock Dimension Company of Crab Orchard, Tenn., will be reorganized and the capital stock of the concern materially augmented. With this view the company has made an assignment, with liabilities of \$14,000 and assets of \$97,000. The reorganization will be perfected in a few weeks.

The Pee Dee River Lumber Company, recently organized in Bristol, is soon to be reorganized and the capital increased. T. P. Trigg, president of the company, states that it will purchase a band mill and begin operations in South Carolina shortly.

W. L. Lambert of the James Strong Lumber Company, general attorney at Bakersville, N. C., was in Bristol last week on important business of the company. The James Strong Lumber Company and the Virginia Iron, Coal & Coke Company are engaged in litigation at Bakersville, the trouble arising out of the purchase of a large tract of land in Mitchell county, which the former company made from the latter.

Lumbermen in this section are extremely interested in the proposed freight rate legislation, and express themselves as heartily in favor of President Roosevelt's attitude in the matter.

### Cincinnati.

The movement of lumber for October, 1905, as compiled by statisticians of the Chamber of Commerce was as follows: Receipts,

5,824 cars; shipments, 4,805 cars. For the corresponding month last year the figures were: Receipts, 5,161 cars; shipments, 3,939 cars.

According to the report of the building inspector 406 permits for improvements, estimated to cost \$1,460,850, were issued last month. This was a decided increase over October, 1904, when 350 permits were taken out for improvements to cost \$804,300.

Fire early in November caused damage to the extent of several hundred dollars in the yards of the K. & P. Lumber Company in St. Bernard, a Cincinnati suburb. The loss was covered by insurance and the company was not inconvenienced.

The Queen City Box Company of this city has been granted a permit to build a one-story factory on Flint street. The company's old plant was burned some time ago and the new factory will take its place.

An inventory has been prepared by the C. W. Sowles Lumber Company, which filed a petition in bankruptcy the latter part of September. The assets amount to \$524.16, while the liabilities are placed at \$5,000.

James Kennedy & Co., formerly located at Ft. Wayne, Ind., have removed their offices to the Mercantile Library building, this city. The head offices of the concern are in Glasgow, Scotland, and it has branches in London and Liverpool, England, and at Bristol, Tenn. The company does a considerable exporting business and decided to locate in Cincinnati because of the better advantages afforded.

Thomas P. Egan, president of the J. A. Fay & Egan Company, is preparing to spend the winter months in Cuba, combining business and pleasure. He has visited the island before.

W. J. Eckman, secretary of the M. B. Farvin Lumber Company, is in New York, looking after the company's growing interests there. He is accompanied by H. C. Pfeister, Philadelphia representative of the firm.

There is considerable complaint heard here because of the difficulty in securing cars. The railroads are doing everything in their power to relieve the situation but unless cars are ordered four or five days in advance none can be obtained when wanted.

W. H. Dawkins of Ashland, Ky., was a visitor here the early part of the month.

Leland G. Banning has gone to New York on a business trip. He will visit other eastern markets before returning.

Harry A. Freiberg has filed suit against Robert E. Becker, asking for the dissolution of a partnership existing between Becker and himself under the title of Robert E. Becker & Co., doing business in McLean avenue, this city, for the appointment of a receiver and for an accounting.

According to a telegram from Huntington, W. Va., the C. L. Ritter Lumber Company has purchased 30,000 acres of timber and coal lands in Wyoming and Raleigh counties, West Virginia. Large planing mills will be erected at Huntington to prepare the timber for market.

W. Lee, E. H. Dearhart and John W. Wrigley of Clearfield, Pa., Wm. McCormick of Philadelphia and W. B. Townsend of Townsend, Tenn., representing the Clearfield Lumber Company, are making a tour of the company's holdings in Rowan and Morgan counties, Kentucky, inspecting routes for a new railway it will build into that section. The company owns thousands of acres of valuable timber lands in these counties.

The Tarbox & Collins Lumber Company, Cedarville, O., has changed its name to the Tarbox Lumber Company.

The heading and dry kiln departments of the Paducah Coopersage Company, Paducah, Ky., were destroyed by fire early in November. A loss of \$150,000 was entailed.

The contract has been let for the construction of the first 20 miles of the new

Cumberland and Nashville railway, to extend 100 miles from Corbin, Ky., to Tennessee. Work will commence at once and a mortgage of \$2,500,000 has been executed to the Union Savings Bank & Trust Company of Cincinnati, in order to get funds to finance the project. The road will penetrate one of the richest coal and timber territories in Kentucky.

The second monthly meeting and dinner of the Cincinnati Lumbermen's Club was held Nov. 6. Freight rates and proposed legislation affecting them were discussed pro and con. The railroad side of the question was defended at length by A. D. McLeod, assistant general freight agent of the C. H. & D. railroad. W. A. Bennett of Bennett & Witte followed with an address in the nature of a reply, in which he set forth the merchants' side of the question. J. H. Leiding delivered a talk on fire insurance, which was highly interesting. President I. M. Asher presided at the meeting.

### Chattanooga.

The officers and directors of the credit bureau of the Association of Molding Manufacturers of the United States recently held a three days' session in this city for the purpose of devising better plans for the credit system of the bureau. These gentlemen hold annual meetings at different points throughout the United States, and next year they will meet at Atlantic City, N. J. The meeting was presided over by President Otto R. Leiter of Indianapolis, Ind. During the afternoons the visitors visited the historical and scenic points of interest here.

The King-Baxter Lumber Company will erect a large addition to its plant near the National cemetery early next year. The addition will be 20x360 feet in dimension and will be used as a warehouse. The company recently purchased a tract of ground 86x360 feet on which this addition will be built.

The Burford Lumber Company, formerly of this city, is doing a large business at its plant at Kensington, Ohio. The company has a band sawmill with a capacity of 30,000 feet, and manufactures all grades of hardwoods.

The Southern Stave Company has applied for a charter with the following incorporators: H. W. Bagg and F. A. Bacher of the Lion Spoke Works, H. H. Barr and W. P. Moore. The capital stock is \$10,000. The company will manufacture stave products.

The Interstate Coopersage Company has almost completed its plant at East Lake and will be ready to begin operations soon. The company was chartered a short time ago with \$100,000 capital stock. It recently abandoned its plant at Junction City, Ky., and has removed nearly all the machinery of that plant to the new one here. The company has had a branch office here for ten years.

The Chattanooga Sash & Door Company will make extensive improvements in its plant here, including a new office building and a large dry kiln. The main mill will also be enlarged.

Angus McLean, president of the Hugh McLean Lumber Company, Buffalo, N. Y., is the guest of Patrick Fitzgibbons, manager of the local plant.

Harry R. Brown, a large lumber dealer of Cincinnati, was in the city recently on business.

W. J. Willingham, president of Willingham & Co., is ill at his home here.

The river mills, including the Loomis & Hart Manufacturing Company, Snodgrass & Fields, F. W. Blair, and others have about exhausted their river supplies and they will begin repairs on their plants immediately. Recently a small tide brought down about a quarter of a million feet of logs from the Hiwassee river.

### St. Louis.

The Chas. F. Luehrmann Hardwood Lumber Company has now in stock at its yards a complete assortment of California red-



wood, California sugar pine, Oregon cedar, fir, spruce and other Pacific coast woods, as well as the usual well-assorted line of hardwoods.

A good demand for cottonwood and gum is reported by the C. E. Striffler Lumber Company. Some pretty good contracts appear on the books for both these woods, but the company is particularly busy with cottonwood shipments.

The Druhe Hardwood Lumber Company is receiving from its mills in the South considerable quantities of ash, poplar, oak and cypress. The company is well satisfied with the general condition of trade, and is counting on a seasonably good demand for the remainder of the twelvemonth.

Both sales and shipments of the Plummer Lumber Company have shown decided activity of late. The company's poplar sales aggregated for the past month, on local account alone, over half a million feet—all high-grade stock. Outside sales of this wood were also quite heavy for this period.

The St. Louis office of R. H. Downman, the cypress king, which has been maintained during the prevalence of yellow fever quarantine, has been closed, and Messrs. Lewis and Hunter who were in charge have returned to the headquarters at New Orleans.

### Nashville.

Recently an order for two carloads of lumber was shipped to Atlanta by the Prewitt-Spurr Manufacturing Company over the N. & C. railroad. It developed that the lumber had been ordered on a forged letter head, that of the Long-Bell Lumber Company of Kansas City, one of the biggest companies in the country. On learning of the forgery a representative of the Prewitt-Spurr Manufacturing Company hastened to Atlanta and succeeded in tracing the lumber and disposing of it without loss. An investigation showed that two men, Messrs. Brown and Akers, were implicated in the transaction. Brown was arrested and Akers was found dead from the effects of an overdose of morphine. The company will prosecute Brown.

A special from Cincinnati states that the Ault & Jackson Company has accused an employe at Algood, Tenn., with having stolen ten cars of lumber, aggregating in value about \$10,000. A warrant was issued for the man, but he fled, leaving \$200 on deposit in an Algood bank. Some of the lumber in question was sold in Cincinnati.

Pulaski, Tenn., is to have a new carriage factory in operation by Jan. 1. The plant will be managed by R. H. Harris of Prospect, Tenn. Associated with him are T. E. Daly, J. H. Ragsdale, Wiley Abernathy and F. B. Yarbrough.

The Clarksville Furniture Company has bought a lot at the corner of Franklin street and Hornberger avenue, 210x300 feet, upon which its plant will be erected at once. It is proposed to have the plant running by Jan. 1.

E. O. Buchanan, secretary of the National Spoke Manufacturers' Association, is at work organizing a \$50,000 spoke manufacturing concern for this city. "I have been working to that end for several months," says Mr. Buchanan, "and I can state very soon that a company has been organized. The spoke business is different from anything else, and the man who puts his money in it can see a return from the first. In Nashville we have the raw material, the rates and the labor, and I think the factory is a certainty."

The secretary of state has granted a charter to the Southern Stave Company of Hamilton county, capital stock \$10,000. The incorporators are H. W. Bagg, E. S. Glunane, H. H. Barr, W. P. Moore and F. A. Bacher.

The Nashville Transportation Company has honored John W. Love, the clever lumberman of the firm of Love, Boyd & Co., by naming its new boat for him.

G. V. Patterson and J. H. Major have purchased the saw and planing mill of F. W. Snead & Co. at Lynnville, Tenn., for \$35,000. The new firm will be known as Rutherford & Major.

The American Pencil Company has arranged for the establishment of a large factory at Shelbyville, Bedford county, Tenn. A site has been chosen and the machinery is ready to be installed as soon as the factory is completed. The company owns large tracts of standing cedar timber and stumpage and is buying cedar rails all over the country. In fact, so scarce has cedar become now and so great is the demand that pencil companies will put up any kind of a fence a farmer desires if he will only swap his old cedar rails.

A charter has been granted to the Embreeville Timber Company of Jonesboro, Tenn. The capital stock is \$250,000 and the incorporators are Emil Peltz, D. W. Baldrom, J. F. Clark, W. L. Sykes, C. E. Krueson, O. Pattison, L. G. Stevens, A. E. Edgcomb, M. B. Stebbins, G. J. True, B. A. Gee, H. S. Holcomb, F. P. Taylor, J. C. Bench, M. L. Kleck, F. D. Freeborn, G. H. Cobb and W. W. Marsh.

Recent visitors to Nashville were Messrs. H. W. Ritter, W. F. Coulter, E. B. Whitfield and F. L. Smith of Clarksville, Tenn.

### Memphis.

The shot-gun quarantine of 1905 has passed into history so far as Memphis, West Tennessee, Arkansas and Mississippi are concerned. The recent cold wave removing all prospect of the spread of yellow fever, the city and state Boards of Health acted promptly. There are still a few local quarantines at small towns in Mississippi and Arkansas, but these are few and unimportant. Travel is now unrestrained and as a result lumbermen are visiting the South in great numbers.

With the removal of the quarantine another problem has presented itself—the scarcity of cars in the interior, and the difficulty experienced in getting loaded cars moved after the empties have been furnished by the railroads. The situation in Memphis is fairly favorable, largely because of the belt line. The worst congestion and lack of cars appear to be on the Illinois Central and its branches in Mississippi and the St. Louis, Iron Mountain & Southern with its numerous feeders in Arkansas.

The foreign market has not improved to any extent and is further handicapped by the sharp advance in ocean freight rates from New Orleans and other ports on the gulf and Atlantic seaboard. This advanced rate necessitates an advance in prices on the other side at a most inopportune time.

W. H. Russe, of Russe & Burgess, president of the National Lumber Exporters' Association; Elliott Lang, secretary of that organization, and A. L. Foster of the J. W. Thompson Lumber Company, returned this week from Baltimore, where they went to appear before the federal grand jury in connection with the clean through bills of lading case filed last May by John L. Alcock & Co. of Baltimore. The proceedings were conducted behind closed doors and nothing has been given out by the Memphis witnesses.

C. L. Willey, who operates a large veneer plant in Chicago will establish a veneer plant in Memphis of like capacity. A deal for a site of 15 acres in North Memphis has been closed, and as soon as Mr. Willey returns from Liverpool, about Nov. 18, he will begin the construction of the plant. Mr. Willey ships large quantities of mahogany from Central America and Africa to Liverpool. The Central American product has heretofore been shipped via New Orleans and Memphis to Chicago, but in the future will be shipped

to Memphis from which point it will be distributed.

Rapid progress is being made by the Illinois Central in building its belt line east of the city. The line will leave the main track of the Illinois Central at Woodstock, north of the city, make connection with the Louisville & Nashville and the Nashville, Chattanooga & St. Louis tracks, which will be used for a part of the distance, and then run from there to Nonconah, south of the city, where the main track will again be joined. This road will establish physical connection with every railroad in the city and will prove a decided boon to lumber interests.

George C. Russe of L. Methudy, St. Louis, was in the city a few days ago. Owing to the central location and the better train connections of Greenville, Miss., he will hereafter make that city his headquarters.

At a recent meeting of the Lumbermen's Club two new members were received: C. E. LeCrone of the Advance Lumber Company, and Keith Blanton of the Blanton-Thurman Lumber Company. The meeting was well attended, there being about forty persons present, including a number of visitors.

J. W. Thompson of the J. W. Thompson Lumber Company has just returned from an extensive trip, and reports conditions everywhere exceptionally healthy. The demand for hardwoods, he says, is active, and prices firm with upward tendency.

A. N. Thompson of Thompson & McClure returned a few days ago from the company's mill at Itta Bena, Miss. He says mills in that section are seriously handicapped in production by bad weather which rendered logging operations in some instances impossible.

O. P. Hund, Jr., of O. P. Hund, Jr. & Co., Cairo, Ill., was in Memphis this week. He reports an active demand for hardwoods in his section.

The C. W. Stover Lumber Company, Tennessee Trust building, this city, is establishing yards in North Memphis which will afford increased facilities for handling business.

George W. Stoneman of the Stoneman-Zearing Lumber Company and Geo. W. Stoneman & Co. of Chicago was a recent Memphis visitor.

L. E. Campbell of the Campbell Lumber Company is building a handsome home in the Annesdale Park subdivision which is rapidly becoming one of the handsomest residence districts of the city. It will cost \$12,000.

### New Orleans.

Much interest is manifested by New Orleans cypress manufacturers in the forthcoming meeting of the Southern Cypress Manufacturers' Association to be held in this city Nov. 22 and 23. The meeting will be a most important one to cypress interests. Since the raising of quarantines the committees have been getting together, formulating their reports. The committee on revision of inspection rules has formulated a preliminary report, copies of which have been sent to members of the association. The purpose of this is to call forth as much discussion and as many suggestions as possible before the association meets. Such suggestions as meet the committee's approbation will be incorporated in the revised report. By this means it is hoped to reduce discussion in the meeting to a minimum. There has been no change in the inspection rules since 1897, and it will be somewhat of a problem to formulate uniform rules which will be generally acceptable. The committee on form of price list will meet within the next few days and prepare a report to be submitted to the association.

Quarantine regulations have greatly improved within the past two weeks, although there are still disagreeable restrictions in effect. Practically all Mississippi and Louisiana are now open to travel and Alabama has just



raised its quarantines. Texas, however, still enforces restrictions against persons coming from infected cities.

R. H. Wolfe, vice president of the A. J. Cranor Company, Ltd., has returned from a trip to Asheville, N. C.

McNeal & Co., Ltd., are about ready to begin operating their new stove and heading mill at Ravenwood, La. On account of quarantines, labor could not be brought from the North, and, as a result, there was about two months' delay in getting the mill started.

Joseph Rathborne, president of the Louisiana Cypress Lumber Company, Ltd., has returned to the city after a three months' vacation in Europe and the East.

S. M. Bloss of the Lyon Cypress Company, Garyville, La., has returned to the mill after spending the summer in Buffalo.

R. H. Downman is expected to return to his New Orleans headquarters within the next week.

John A. Bruce, Owl-Bayou Cypress Company, Strader, La., is making frequent visits to New Orleans to look after the arrangements for the entertainment of the cypress manufacturers on Nov. 22. He is chairman of the entertainment committee.

C. M. Jennings and Harry Hart, American Woodworking Machinery Company, have returned to their offices in the Hennen building, after long vacations in the North.

E. A. Donnelly, one of the best-known machinery men in the South, has opened an office at 706 Hennen building.

#### Kansas City.

Cypress people here say that there is likely to be a readjustment of values on Louisiana cypress toward the end of the month. The Southern Cypress Manufacturers' Association will hold a meeting at New Orleans Nov. 22 and 23, when the committees on grades and classification will report. The matter of prices will be thoroughly discussed and it is probable that the price on upper grades will be advanced. Cypress people claim that an advance in cypress uppers is warranted as the price on all competing woods has been advanced a number of times during the past year, while cypress has remained stationary.

George B. Maegly has just returned from a ten days' trip south, and spent three days in Memphis among the hardwood trade. He says that Memphis people seem to have an ample volume of business.

A. L. Houghton left here on Nov. 7 for New Mexico on business. He will return about the 15th of the month.

A. H. Connelly of the Connelly Hardwood Lumber Company reports a very satisfactory demand at firm prices, which demand is hard to take care of, owing to the slow movement of stock from the mills.

J. H. Tschudy expresses himself as satisfied with the fall trade which has been steadily active, both locally and from the country. He looks for a good volume of business for the next thirty days.

J. N. Penrod of the American Walnut Company sailed from New York Nov. 2 for Europe, where he expects to remain during the balance of the year.

#### Minneapolis.

The building activity in the twin cities this fall has been heavy. The volume of building permits indicates that a great deal of work will be done this winter. October permits issued in Minneapolis broke the record, being valued at \$909,665, compared with \$538,135 for October of last year. The total for 1905 to date is 4,439 permits, estimated at \$8,061,180. During the same period last year 3,986 permits were issued, valued at \$5,983,740.

W. H. Sill of the Minneapolis Lumber Company returned last week from an eastern trip. He spent some time in Chicago on his return.

A. H. Barnard of Barnard & Strickland went to the Interstate Commerce Law Convention at Chicago as the delegate of the Northwestern Hardwood Lumbermen's Association. He was elected at a called meeting of the association, at which the general expression was in sympathy with the policy taken by President Roosevelt. While not instructed, Mr. Barnard went into the so-called "Bacon convention" and voted for the resolutions adopted there. All the other Minneapolis delegates from business organizations went into the other convention.

E. Payson Smith, the local wholesaler, has returned from a business trip to Omaha. He found everything lively in that city, and says that Omaha seems to be entering on a period of business activity. There is a good hardwood demand there, principally from the country yards, as the farmers all seem prosperous and are buying the best. The demand elsewhere he finds good.

C. P. Coon of the Beldenville Lumber Company, Bruce, Wis., was in the city a few days ago interviewing manufacturers and dealers, and reports strong prices in his section.

J. J. Kennedy of the Rib Lake Lumber Company, Rib Lake, Wis., made a business trip to Minneapolis the other day to look into the hardwood and hemlock situation. He says his company's hemlock trade is more active at present than the hardwood end.

The Williams Box & Lumber Company of St. Paul is building a three-story brick factory building, 120x120 feet, as a new home for its plant, but will continue to utilize the old buildings as well.

W. C. Bailey, the veteran hardwood lumberman of Minneapolis, who has been confined to his home for some time by illness, is getting out a little every day and is able to pay some attention to business. He expects soon to be fully recovered.

#### Louisville.

D. J. Edwards of the Florence Wagon Works, Florence, Ala., was in Louisville recently looking into the local lumber market. The Florence Wagon Works is accumulating some surplus stock of hardwood and is looking for good connections in the trade to make disposition of it. The stock consists of poplar boards and bevel siding and of plain oak plank and piece stuff, the oak running mostly from 10 to 12 feet long and 2 to 4 inches in thickness of mixed white and red.

The Stotz Lumber Company reports the hardwood trade in general good, with an especially active call for plain oak. Charles Stotz has lately returned from a trip among hardwood mills in Tennessee and Kentucky where he made some very good hardwood connections, so that the company will be able to handle a larger volume of hardwood trade.

The Mengel Box Company accumulates some hardwood for the market at its mills in the country, which operate primarily to supply stock to the box factory here, and finds a ready market for it at fair prices.

R. M. Cunningham, one of Louisville's most prominent lumbermen, is receiving condolences on the death of his wife, who passed away Oct. 30, following a surgical operation.

The Lumbermen's Club of Louisville at its last meeting decided not to take any active part for the present in the question of railway rate legislation. Members of the club feel that they have earned a rest from labor of this sort by its past efforts in the way of improving car service rules. However, a number of the members are still in the ring individually on railroad rate matters before the state railroad commission.

#### Los Angeles.

The Western Door & Sash Company will transfer its business to the new location recently

secured at 1001-1007 East First street. Constantly increasing business has made this move imperative.

Nearly all local commission houses report an extraordinary demand for railroad ties. The Los Angeles & Redondo Railway Company has been in the market for some time past for a score or more carloads of ties, but has experienced considerable difficulty in securing enough to cover its requirements. It now is more than certain that the other lines diverging from Los Angeles will soon also be in the market for ties, as indicated by the fact that quotations were asked for during the past ten days for delivery within sixty days.

Arch. A. B. Benton is preparing plans for the new Maybury fire-proof office building to be erected on Broadway. Inspection of specifications discloses that all the interior woodwork will be metal covered. This is a new departure in this section, and the advent of the novelty is looked for eagerly by parties interested in interior mill-work.

All interior woodwork and fixture mills report a large and, what is surprising in view of recent destructive competition, profitable business. The immediate future will see more work for local mills than they handle, owing to the extraordinary amount of building permits for substantial structures. A small proportion of mill-work still comes into Los Angeles from the East, but it is hoped that with the prospective new mill and additions to facilities of old mills work of this character will be taken care of locally.

#### Wausau.

The C. M. & St. P. has a crew of men at work extending a line through southern Lincoln county through a fine hardwood section. The logs from adjacent lands will be hauled to the mills of Heineman, Gleason and Doering.

F. B. Budgett of Budgett Bros., sash and door dealers of London, England, has been visiting Wisconsin river valley towns the past week. This gentleman does the buying for his firm and has made considerable purchases of oak and birch.

The mill of Altenberg & Stoddard at Dancy, Wis., has closed down for the season, after sawing out about 5,000,000 feet of white oak, elm, maple and some birch.

William Welter of Marshfield, who has managed the Henry Linster mill near that city for several years, has purchased the plant. He bought a fine hardwood tract and will stock the mill this winter with about 1,000,000 feet of logs, besides buying all he can secure of farmers. He is getting camps in readiness for the work.

The Vetter Manufacturing Company, Stevens Point, recently made a large purchase of lumber of Fred Benzin, Dorchester, taking nearly all of the season's cut of Mr. Benzin's mill. The lumber is of different varieties of hardwood.

Doud Sons & Co. are rebuilding their mill at March, adding improved machinery, and will make it an up-to-date plant. The company has enough hardwood timber in sight to insure operations for several years.

Charges of collusion and fraud have been made by the Safeguard Account Company, Chicago, in objection to the confirmation of the sale of the assets of the Two Rivers Manufacturing Company. Among other charges filed by the Chicago company in its objections are that there was a conspiracy of certain creditors to sell the property at a certain price and that there was an agreement to keep certain persons from bidding. The sale of both real and personal property was objected to by the Safeguard company. It was claimed that the property is worth \$600,000 and that the bid of \$10,000 is not the highest bid obtainable. The matter will be acted upon Nov. 10.



The C. & N. W. Railway Company, which is using a large number of white oak ties in repairing its lines in northern Wisconsin and Michigan, has a new preservative process. The company has a plant at Escanaba with a capacity for treating 1,000,000 ties per year. There are three chemical solutions. A train carrying about 360 ties is run into a retort and steam is injected to open the pores of the timber. Following this a vacuum is drawn to extract the moisture. A solution containing two percent of chloride of zinc is then injected. This is drawn off and a solution containing tannin and glue is injected, also under pressure. This latter solution prevents the chloride from leaking out. About half a pound of pure chloride is put into each cubic foot of timber. This prevents decay and doubles the life of oak. The cost of treatment is about 15 cents per tie.

James Moore & Sons are building a factory in Marinette for the manufacture of the Raymond Log Roller. There is a great demand for the loader, which can also be used to pick up timber out of the water.

#### Ashland.

E. W. Houghton of Chicago, vice president of the Kenova Poplar Manufacturing Company, visited the plant here last week.

M. A. Hayward of the Kenova Poplar Manufacturing Company has returned from a trip to Ford, Ky., in the interests of business.

C. L. Ritter of the C. L. Ritter Lumber Company, Huntington, W. Va., visited Ashland mills recently.

The Kentucky Timber Warehouse Company, of which John M. Craynor is president, has lately opened an Ashland office in the Gaylord block. This company handles cross ties, switch ties, tanbark, staves and oil and whiskey barrel timber.

The W. H. Dawkins Lumber Company reports a marked increase in the demand for first and seconds and thick common poplar. Thick common seems to have the call now and this company is fortunate in having a good stock in all thicknesses from 5/8 to 16-4. It also reports a good demand for firsts and seconds and No. 1 common quarter-sawn poplar.

J. Q. Barker of the Kanawha Hardwood Company of Charleston, W. Va., was in the city last week on business.

J. W. Kitchen just returned from Mahan, W. Va., where he was looking after the interests of the J. W. Mahan Lumber Company during the absence of Mr. Watson, general manager. He reports trade very satisfactory and mill running overtime to keep pace with heavy demands.

R. H. Vansant, president of Vansant, Kitchen & Co., is preparing to spend a month at Hot Springs, Ark. E. L. Saulsberry, northern salesman for this company, has come in after a very successful business trip of three weeks.

#### Baltimore.

The hardwood situation here is practically without change. No decline has developed in the demand for stocks, and the mills are well supplied with orders. The only menace to satisfactory trade conditions at present is the car shortage which grows daily more acute. Extensive additions to rolling stock have been made by the railroads, but they seem no nearer a solution of the problem. Delivery is being made on some of these contracts, but meanwhile the freight offerings are accumulating so that the increase in the number of cars does not appear to be felt. This state of affairs affects particularly the hardwoods which depend largely on land transportation. Cars are now furnished with a measure of promptness, but the outlook is very disquieting, especially since some roads have placed an embargo on lumber and other freight. As the inquiry remains exceedingly active, the growing inability of the railroads to move stocks promptly may force up the price of lumber to still higher figures. No apparent progress has been made toward increasing the accumulations, and there is at present no prospect that any advance will be made. This means a continuance of high values, especially for good dry oak of the better grades, which is eagerly sought.

Stumpage is in demand, and hardwood firms that are in a position to do so are engaging in manufacturing, in order to insure an adequate supply of lumber. Ash is close behind oak in point of inquiry, finding a ready market both here and out of town. Chestnut, hickory and other woods are moving in large volume. The popularity of mahogany for interior work and store fixtures is still one of the notable developments in the trade. Poplar is moving but slowly, although values remain fairly easy. Apparently the trade has been weaned away from it, and only important concessions will bring it back into the old channels.

The export business leaves much to be desired, no material improvement in the way of heavier buying having been noted in some weeks. Quotations here are so high that stocks can not be delivered abroad except at a sharp advance over last year's figures, and foreign consumers are holding out for concessions.

#### Pittsburg.

Indications point to slightly easier conditions in the hardwood market. There must be excepted, of course, the car shortage, which has been confined to a few of the Baltimore & Ohio lines, but has now spread over practically all the Pennsylvania lines and into the Northwest and the South. During the past week a few firms have become disgusted with their attempts by telephone, letter and wire to get cars and have sent representatives to headquarters or to points where they needed cars worst to urge the matter in no uncertain terms. It is the general opinion that little relief is to be expected till after the grain and cotton are moved.

Stocks of hardwoods are in general somewhat larger. Many firms are well stocked at their mills and are eagerly awaiting a chance to ship orders that have been on their books for months. The inquiry is active, although not so pronounced as a few weeks ago. The building season is nearing a close which destroys the demand for finishing lumber. There is also a falling off in the call for railroad bridge timbers owing to the same cause. However, manufactories are taking more hardwood than a month ago and want the very best. Local retailers are buying only for immediate needs and show no disposition to stock up for winter. Wholesalers predict that they will see the folly of this course in the spring when higher prices are prevalent.

Prices are in general well maintained. Several woods have advanced in price since October 1, and the new prices are being well held. There is no sign of a weakening on any

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

#### Chicago.

Nearly every dealer in Chicago reports a very satisfactory state of trade. The local hardwood situation is in better shape than it has been any time during the year. Everyone is encouraged to believe that the strong market conditions will prevail all the rest of the season.

#### Boston.

Rather favorable reports as to the condition of business in hardwood circles are received. The remarkable fall weather has helped business to a large extent. Complaint is heard over the shortage of cars which has caused great delay in shipment, with no relief promised. The demand is not active from the yards, which while not moving large stocks take on new supplies in moderate quantities. The general manufacturing trade and furniture manufacturers are busy getting out novelties for the holiday trade as well as regular work. As with the yards the demand is confined almost wholly to immediate wants.

There has been no change in the plain oak situation. Locally the demand has not been as active as from other centers. Dealers having a New York trade report a good volume of business. One-inch ones and twos continue to be sold at \$40 to \$52 and business is reported in the quartered oak. One-inch ones and twos are not moving, but the demand looks that way and goes to make up an active market.

Local market averages about \$78. Ash has been in very good demand. Prices rule firm and because of the comparatively small stocks higher prices are thought not unlikely. Brown ash, 1-inch ones and twos, formerly sold at \$50. One-inch ones and twos are now at \$40 to \$47. Chestnut has developed activity of late. Walnut and maple are not active, but a very moderate demand is being met. During the past two weeks clear maple flooring, 2 1/4-inch, is in moderate demand. It is quoted at \$40, but wholesalers find it difficult to get this price in some instances.

Walnut is in demand and the demand is not reported as active. The yards are buying as

they need supplies, but are not speculating. Quotations of 1-inch, ones and twos, vary, ranging from \$45 to \$50. The cypress situation shows no change worthy of note. One-inch, ones and twos, is still quoted at \$45.50, but it is said that some are selling at less than this. Yards have but very small stocks and state that it is hard to get deliveries. There is a good demand for squares, but offerings are very small.

#### New York.

The local hardwood situation shows steady improvement, although the volume of business offered the yards has not as yet been as large as was hoped for. There has nevertheless been a good movement of stock in both branches of the trade, and prices continue firm with no inclination on the part of holders to crowd the market. While many yards are carrying a good stock of hardwoods for this season of the year, the wholesale market is not flushed on any kind of stock; but on the other hand, several of the best houses here have not only disposed of all their available hardwoods but are now devoting their attention to purchasing at mill points for next year's supplies. In this connection buyers report conditions very strong at mill points with every indication that it is going to be scant picking for the majority of the trade to keep enough stock in hand to be ready for the spring demand.

The furniture, piano and general manufacturing trades are busy getting ready for holiday trade and buying is reported free in those directions. The building trades are also fairly active, buyers as many of the buildings started in the summer are nearing completion and are ready for hardwood trim, etc. The local situation is very satisfactory and indications point to a continuance throughout the winter months.

Plain oak, ash and birch continue to have first call with stock short in many sections. Poplar is steady in both price and demand, and maple has also shown considerable improvement of late. There seems to be ample quartered oak for current wants but offerings of chestnut are somewhat in excess of the present demand.



of the higher grades, but dealers are inclined to make concessions on common stock rather than to carry it over till spring. The Pittsburg Wholesale Lumber Dealers' Association is working wonders in keeping up prices.

#### Buffalo.

Hardwood lumber is fairly active and the demand promises to keep up well. Prices are fairly strong, with the exception of maple, which has lost ground during the summer on account of the large output. Basswood is still quiet, but the yards here have generally light stocks of it and are buying with caution. Quartered oak is active and plain oak as strong as ever, with prices satisfactory. Stocks, especially of plain oak, are light, but quite as good as might be expected, considering the difficulty of getting anything from the south this season. White ash is doing well and is in fairly good supply, black ash being as scarce as ever. The demand for elm continues light. Birch and chestnut are especially good sellers, as they are used so much in place of oak. Dealers are buying all they can find of them. The supply appears to keep up well. Quite a number of dealers are cutting their own birch and some are producing chestnut. Cherry is firm. Cypress is a trifle quiet and poplar sells moderately, with the future rather uncertain.

#### Detroit.

Hardwood conditions in Detroit have brightened up considerably during the past two or three weeks and even thick hard maple is moving much better than at any time since last spring. Oak is still scarce. The automobile people are crying for the white hardwoods for bodies.

#### Saginaw Valley.

Trade in hardwoods is handicapped by scarcity of cars to move goods after they have been sold. Railroads cannot begin to supply cars to handle stock, and there is much complaint on the part of shippers. Not more than one-fourth the number of cars wanted can be obtained, and conditions are worse than that with some of the larger firms.

A curious feature of the trade is that, while maple lumber has been slow this season with generally large stocks in manufacturers and dealers' hands, maple flooring has been firm and in active demand and manufacturers have experienced no difficulty in disposing of their product as fast as it was in condition to ship. Last year these conditions were reversed. The trade does not attempt to explain this, but realizes that it is a fact. The maple flooring business has been good during the entire season and is active at present, with prices satisfactory. A considerable portion of the output is shipped abroad.

Both thick and inch maple is reported in ample supply and rather slow, despite the active trade in flooring. There has been an active trade in ash, but offerings are not large as the stock is limited. Oak has also been exceptionally firm and no difficulty is experienced in finding customers for all that is manufactured in this market. Birch has picked up materially of late. Elm is not plentiful but is moderately firm. Beech has been a little slow. Basswood has not been as active as dealers could wish all the season, and there appears to be enough in dealers' hands to supply the wants of the trade. Generally speaking, dealers are carrying fairly good stocks of hardwood with the exception of those grades that are always scarce.

#### Grand Rapids.

Local hardwood dealers are busy. One of the unfortunate conditions is the car famine and

the inability to move stock quickly. The railroads lack equipment to take care of their business and the heavy movement of potatoes and other perishable freight at this season brings about the sidetracking of many cars of lumber. Plain oak and maple flooring stock continue in strong demand. Birch and basswood are doing better. Ash has stiffened, the supply in Michigan being quite limited now. Grey elm is firm, beech quiet.

#### Milwaukee.

Although it was expected that the car shortage would have a depressing effect on the sales of hardwood lumber, dealers say that such is not the case and that orders are coming in as briskly as they can care for them. Only points which have competing railway lines have been able to get cars with any sort of regularity. The agent of the C. B. & Q. is authority for the statement that that line is 3,000 cars short and it is thought that other roads are equally as badly hampered. The movement of western crops is held responsible and as there has been no cessation in that business, no immediate relief is in sight. It is not thought that normal conditions will be restored before the end of the year.

Unfavorable weather conditions have not had the effect of checking work in the woods in the northern section of the state and practically all of the hardwood firms have put large crews at work. There have been slight falls of snow in the woods, but it has not been sufficient for logging purposes or deep enough to in any way interfere with the cutting of timber.

There has been little change in market conditions during the past two weeks and trade has been fair. The demand has been good, especially from furniture and interior finish manufacturers. Wagon manufacturers and the makers of agricultural implements have also been active purchasers. The demand for birch is considered exceptional and there have been an abundance of sales of other hardwoods, especially elm. Prices have been firmly maintained.

#### Bristol.

Fairly favorable conditions prevail with respect to the hardwood lumber trade in Bristol and vicinity and dealers and manufacturers feel confident of a brisk winter and spring business. There is a slight scarcity of stock in this territory attributable to the shutting down of various country mills which only operate during the summer months. This scarcity will no doubt be relieved by the opening of several large mills within a few weeks. The car shortage has given a great deal of trouble but has improved during the past week, and the demand for cars is now fairly well supplied.

The export business is reported as showing improvement and is now better than it has been for some time.

#### Cincinnati.

The consensus of opinion among members of the hardwood trade in this city is that conditions at present are better than at any time this year. During the past fortnight there has been a gradual increase in the demand, all hardwoods sharing in the improvement, and prices on a number of items are the best since last year at this season. Stocks in nearly all lines are "down to the bone" and as there have been heavy rains through Kentucky and West Virginia during the last two weeks no increase in receipts is anticipated. There has been an improvement in inquiries from export sources, with plain oak leading.

Plain oak still leads in favor in both red and white varieties, and with available dry stocks small, the market has been character-

ized by stiffness. Quarter-sawn white and red oak are in better call. Ash is in urgent request and prices display a strengthening tendency. Orders for cypress continue liberal with prices firm. Because of light stocks an advance in some items of this wood are believed imminent by some members of the trade. Poplar, especially firsts, has been a prime seller. Culls have remained rather quiet, however. Box manufacturers have been in the market actively for cottonwood, particularly the higher grades, and a feeling of firmness has been noted, because the supply continues limited and there is no immediate prospect of freer receipts. Gum is moving fairly well. Chestnut and hickory are in active request and other grades of hardwoods absorbed with avidity.

#### Chattanooga.

Lumbermen of this city are still looking for a splendid business this winter and next spring. Hardwood conditions are very encouraging, and while there has been no material change in prices, the status of the market is very satisfactory. Plain and quartered oak are very scarce, and stocks are short. Logmen are cutting more oak timber than usual and it is believed that the supply will be increased in the near future. Poplar is firm and the demand increasing. Chestnut continues strong and is gaining in popularity in the local market every day.

As is the case all over the South, there has never been such activity in building interests here as at the present time. Several million dollars have been expended in this city and section within the past year on new buildings. This great building activity has taxed every planing mill to its utmost capacity and there is no indication of abatement for some time to come.

#### St. Louis.

While the demand for hardwoods has shown noticeable improvement during the past two weeks, the aggregate of business has been somewhat disappointing to the trade generally. As an offset to this fact it may be noted that most of the principal hardwoods have figured in the call, and while sales have been small in quantity they have been numerous. Most buyers ask for speedy delivery, and the inference from this is that stocks have been permitted to get so low that it is necessary to replenish them speedily to meet the requirements of the early future.

Plain oak still leads in the market, with ash a close second. Poplar is improving steadily. Hickory is meeting a fair call from wagon makers. Gum and cottonwood have shown a degree of activity recently that is a distinct improvement over that reported for the last two or three months. Prices on all items are well maintained.

#### Nashville.

Business continues active here and local dealers say they have no cause to complain. Poplar is picking up wonderfully. It is explained that the former dullness in this wood, save wide poplar, was in a measure occasioned by the fact that many northern and eastern woodworkers and manufacturers have been trying to substitute cottonwood, white pine, tupelo gum and cypress for it. As far as carriage building is concerned it is said the effort has not been a success.

A big eastern trade and many foreign orders are reported. There are more car orders now than at any time this year. Quartered oak is in demand and dealers are busy shipping the stocks they have on hand, not much new stuff being produced. The old reliable plain oak continues in strong demand. Chestnut, common and better, is selling well and all kinds are hard to get. The same is true of ash, especially the better grades.

Owing to the fact that the river tides are



not yet due and bad weather is, lumbermen throughout the timber districts are doing some brisk hauling in order to get their stocks to market before they are hindered by bad roads. It is not believed the supply of timber to come down the river will be as large as in former years. This is accounted for by the rapid inroads that are being made on the forests annually and the further fact that the timber is being hauled to the railroads for shipment as fast as it is cut.

### Memphis.

The demand for hardwood lumber here is active; prices show a hardening tendency, and the situation is better than it has been at any time this season. Buyers who had been holding out of the market pending the raising of the quarantine have come south in increasing numbers during the past fortnight and are now scouring the vicinity in search of dry stock. The idea prevails that lumber can be had cheaper at the interior mills than in Memphis, hence the rush to these mills, but, when the car situation and other conditions are taken into consideration, many find this is not so and are coming to Memphis for what they want. The foreign demand has not improved to any appreciable extent and the volume of export business is considerably below the average for this time of the year.

The most active items are plain oak, both red and white, ash, cypress and the higher grades of cottonwood, including box boards, with prices very satisfactory. The higher grades of these woods are in relatively better demand than the lower. There is little if any improvement in quarter-sawn oak. Offerings are not large in either quarter-sawn red or white oak, but the demand is small, and the supply is ample. These styles of oak miss the support which comes from an active export demand. Gum is moving fairly well in thin red stock, considerable being exported, but the lower grades are rather slow. The demand for low-grade cottonwood shows steady improvement owing to the healthiness of the box trade of the country and the limited supply of this material. Low-grade poplar is in moderately good demand.

Recent heavy rains in the Memphis lumber territory have rendered logging conditions unsatisfactory again. Many of the smaller mills have suspended operations because of the inability to get timber, but the big mills which are well supplied with logs are running on full time. The unsatisfactoriness of conditions is seen when it is known that the smaller mills cut the bulk of the lumber in this district. There is a scarcity of labor and lumbermen in the interior again face conditions, which from a producing standpoint, are very unsatisfactory and which give promise of a shortage of lumber for the late winter and early spring trade. For this reason, together with the brisk demand and already relatively light stock and dry lumber, the trade here looks for some further stiffening of prices as the season progresses.

### New Orleans.

Exporters of all classes of hardwoods in and around New Orleans agree that demand on the other side is good. Inquiries and cable orders are numerous. All say, however, that prices have been thrown out of line by the high ocean rates. During the past week about the only stuff that moved in any volume was that which went forward to fill contracts made some time ago, or was shipped by exporters who were fortunate enough to hold tonnage contracts at rates which prevailed some time back. The foreign situation has been steadily growing worse, and it is now very difficult to get any stuff on shipboard. Complaint is also becoming general regarding the car shortage, which

is always worse with hardwood exporters than with cypress manufacturers.

Staves are reported more plentiful and stocks of hardwood lumber generally have improved slightly in quantity within the past two weeks. Dressed staves are in about the same not very satisfactory position, but the demand for rough staves is steady, with prices firm. Box shooks are reported in a satisfactory condition, with prices good.

The cypress market is reported healthy. Throughout the year the volume of business has been large and at all times stocks were taken up promptly. Mills have been operated practically without interruption, despite yellow fever, which did not interfere with business to any extent.

Lumber prices have been firmly maintained and on Oct. 31 there was an advance of \$2 per thousand on one to three-inch selects and an advance of \$1 per thousand on one to two-inch shops. There will probably be no further advance in cypress lumber prices for some time, although later it is expected that some items will be advanced in order to even up the list.

Shingles are still in brisk demand, none of the mills having a surplus of four, five and six-inch bests. The recent advance has not curtailed orders to any appreciable extent. The feature of the past two weeks has been the increase in the movement of lower grade shingles and it is thought that mills will work off most of their lower grades before the winter shall set in earnest.

Lath are also in excellent demand and customers are still willing to pay a premium of from twenty-five to fifty cents in order to get orders filled promptly.

### Kansas City.

The principal cause for complaint in this part of the country now is the distressing car shortage. Hardwood dealers seem to suffer more than others; for the past two or three weeks their business has been greatly hampered by the slowness of shipments. Not only are they unable to fill carload orders promptly but stocks in their yards are getting low, through slow delivery from the mills. Few mills are getting fifty percent of the number of cars they need to take care of their business properly. Some of the trade here say that cars are likely to be more scarce for the next thirty days than they have been to date, while others say they do not see how the situation can be worse, as the railroad officials will hardly have the nerve to lessen the number of cars they have been supplying lately.

Otherwise the situation is satisfactory. The demand all along the line is active. Trade is holding up unusually well and there is much building in sight, which will require quantities of hardwoods; indications from the present inquiry are that local demand will be fairly active until the first of the year at least. Furniture factories are reported to be buying freely. The wagon stock trade is excellent, both in oak and hickory, at highly satisfactory prices. Planing mills all through this territory are busy and the demand for factory stock, both from planing mills and sash and door factories, is active. Railroad and car oak are in strong demand and wholesalers here say that never before at this time of year has there been such a pronounced inquiry for this material, and they look for a steady demand from these sources through the winter. Mills handling railroad material are all considerably behind on orders and few are in position to accept business for anything like prompt shipment.

Prices are reported as firm as at any time this season and on some items additional strength has developed. Plain white oak is easily the strongest item, as it has been all year. The mills have not been able to get any stock ahead and it is being sold for

shipment right from the saw in many instances. The scarcity of white oak has resulted in a steadily increasing demand for red oak of late, naturally stimulating the price. Many here are of the opinion that plain white oak will be scarce through the winter and spring, as mills will not have many more weeks to operate before bad weather compels them to shut down or run on part time. While other kinds of hardwoods are not plentiful at the mills, the demand can be supplied. However, there is no disposition to reduce prices and no weakness is noticeable. Cottonwood is more active than it has been and gum is growing scarcer with a firmer price tendency.

While the mills have been running steadily of late they started in so short of stock that they have not made much headway in accumulating unsold lumber for future trade, and will go into next year with unusually low stocks. The general outlook for trade in all kinds of lumber for the next six to eight months is considered excellent by well-posted lumbermen here, and the indications are that the present range of prices on hardwoods will continue through the winter and next spring.

### Minneapolis.

The general verdict in regard to the local hardwood market is that trade is quiet. However, all feel optimistic over the situation and the outlook for the future. The manufacturing plants of the twin cities that use hardwoods have all they can do. The furniture people are running twelve hours a day in an effort to catch up on orders. They have stocked up heavily on hardwoods, and just now are not buying much, but they will surely have to replenish supplies in a few weeks. Sash and door manufacturers are also very busy. The Chicago trade has been excellent and shipments of birch have been made into that market as fast as cars could be secured to carry the stock. Everything indicates an unusually heavy demand for hardwood stocks this winter, which will leave the yards picked pretty clean in the spring.

The price situation is stronger than at any time this year. Low-grade stock is especially strong. Basswood culls have risen \$1 a thousand lately, and are likely to go up again. Box manufacturers have been buying heavily for their winter needs, and the advance on pine has been

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a stimulus to basswood. Quotations here are now on a basis of \$13 and \$15, and one dealer reports a sale in Chicago at \$16.50 for shipping culls and \$13.50 for mill culls. Northern oak is about out of the market. What stock there is sells at top prices if customers can be found, but manufacturers have turned to southern stock and do not like to change unless they can get northern oak in some quantity. Red oak first and seconds have sold here recently for \$50. Birch is stronger, chiefly because the small dealers and manufacturers who have been demoralizing the market are sold out, and what stock remains is in strong hands. Quotations are now \$1 higher than a week ago. Owing to the scarcity of oak, a great deal of first and second and common birch has been going into finish. Even culls have picked up, and there is a strong demand for them for use in grain doors. Soft elm and ash are rather scarce, and are strong in price. While southern oak is offered here steadily, the stock sheets do not indicate a very large supply, and there is every reason to think the price will remain strong.

The country yard trade is quiet. The demand for wagon stock is light, and it is not expected to revive until after the holidays. Flooring is still selling to retailers in fair quantities. Hardwood dealers who handle cooperage stock have no trouble now in disposing of it, especially hoops and heading. The local demand is strong and promises to continue active.

### Louisville.

The hardwood market in Louisville is fair: prices are well maintained and stocks plentiful, with possibly one or two exceptions.

There is a wide difference of opinion expressed here in regard to the quartered oak situation. Some members of the trade say that quartered oak is plentiful and likely to be a little slow of sale for some time. Others are of the opinion that the available supply is limited and inasmuch as many manufacturers are turning their attention to plain oak, the time is not far distant when there will be a decided scarcity in quartered oak.

The demand for plain oak is strong. A rise in prices seems probable, although buyers are fighting it strenuously. The approach of bad weather, with the resulting slow deliveries, while the demand grows in volume continually, make the advance seem sure.

The call for chestnut appears to be in excess of the supply; good prices prevail for anything in dry stock. Poplar is a little slow in spots, but taking the trade as a whole it shows signs of improvement. There is a slight let-up in the demand for poplar siding, occasioned by the approaching close of the building season. A more active demand for factory stock is noted and the outlook is so good that the more optimistic dealers are holding on to stocks in hand, feeling sure of better prices later on.

The cooperage trade is brisk. There is noted a decided improvement in oil cooperage, which has been quiet all summer and fall.

### Los Angeles.

A condition bordering on the sensational has developed in the hardwood flooring situation of this city the past ten days. Shipments long promised did not materialize and, as if to enhance the situation, consumption of maple, beech and plain and quartered oak flooring has increased unprecedently in the last fortnight, completely depleting stocks of a number of firms. Wires between this city and eastern manufacturing points were kept hot urging deliveries on back orders. It now appears that manufacturers will not make any gains in deliveries this year.

A fair business at firm prices is being transacted in eastern oak staves. The recent advance is now well established with indica-

tions that there will be no retraction in price for some time to come.

The hardwood situation continues practically as heretofore, with mills using a somewhat larger volume than for some weeks past, at prices well up to recent quotations. Oak and ash seem to predominate in sales. A number of substantial birch and walnut orders were also consummated, the latter proving especially active. The orders were about equally divided between local and country consumption. The immediate future, however, will see an unusually large local demand for hardwoods on account of the large number of buildings nearing the point where hardwoods will be required. Recent arrivals of several carloads of rough hardwoods materially lessened the tension this market has been undergoing for some time.

### Ashland.

There is quite a revival of operations among portable sawmills throughout eastern Kentucky. The C. & O. Railroad is extending its line through the Big Sandy valley, and a great many mills are being removed into the territory opened up. Prospects are good for a second railroad through this section before long.

Prices are very firm on standing timber, which would indicate that prices of lumber through this section will be firm during next season, as nearly all mills going into new territory are paying good sound prices for timber. There are quantities of oak on the timber tracts in this section.

River mills are about sawed out with no prospect for logs until spring rains. Stocks of lumber on hand are unusually small. Dry lumber of all kinds is very scarce, which is especially true of oak, with no prospects of this wood being more plentiful for some time, as a great proportion of the lumber cut is shipped direct from the saws.

### London.

There is a steady improvement noted in the London hardwood market, although trade is by no means brisk. Arrivals of all lumber have been lighter, and buyers are showing an inclination to select from stocks which have accumulated at the docks.

Prime plain oak boards, also good medium quality, are in demand at fair prices. Culls are not wanted. Oak planks are also inquired for, and some good business is doing at very fair prices. Quartered oak is still quiet.

Walnut is coming forward slowly, but the demand at the moment is not great.

Whitewood—prime dressed boards are selling well; culls are difficult of sale at almost any price and planks are not wanted.

### Liverpool.

Farnworth & Jardine report that recent mahogany sales have been well attended and that competition was active, with prices well maintained. The import has been moderate of late, and arrivals of Honduras and Guatemalan wood would be welcome. Mexican mahogany stock is exhausted and logs of excellent quality and good sizes would sell easily. Demand for smaller averages is better. African wood sells freely at full prices.

Cedar is in good demand, the stock being exhausted. Demand for rosewood is quiet. The same may be said of satinwood. Padouk is not arriving, and prospects are not encouraging, the stock being heavy and demand light. Stocks of redwood are sufficient, and there is but small demand. Thin sapped lignum-vitæ of prime quality and good dimensions would be eagerly purchased at full prices. Thick sapped wood of good specifications would also sell fairly well.

American walnut arrivals have been light, and inquiry is good for logs of prime quality and large size. For other descriptions the demand is not rushing, and prices are low.



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12 M ft. 4 4 1st and 2d.  
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#### POPLAR.

10 M ft. 5 8 1st and 2d, 18" to 24".  
10 M ft. 5/8 1st and 2d, 24" and up.  
75 M ft. 4/4 1st and 2d, 8" to 18".  
25 M ft. 1 4 1st and 2d, 18" and up.  
15 M ft. 6/4 1st and 2d, 8" to 18".  
5 M ft. 6/4 1st and 2d, 18" and up.  
10 M ft. 8/4 1st and 2d, 8" to 18".  
5 M ft. 8/4 1st and 2d, 18" and up.  
50 M ft. 4/4 Clear Bright Sap.  
100 M ft. 4/4 No. 1 Common (Selects in).  
12 M ft. 6/4 No. 1 Common (Selects in).  
10 M ft. 8/4 No. 1 Common (Selects in).

#### WHITE OAK.

25 M ft. 4/4 1st and 2d Quartered.  
40 M ft. 4/4 No. 1 Common Quartered.  
1,500 M ft. 6/4 Common Quartered.  
9 M ft. 8/4 Common Quartered.  
1 M ft. 10/4 Common Quartered.  
23 M ft. 12/4 Common Quartered.  
1 M ft. 16 4 Common Quartered.  
3 M ft. 10/4 1st and 2d Quartered.  
12 M ft. 12/4 1st and 2d Quartered.  
75 M ft. 1 4 No. 1 Common Plain.  
15 M ft. 12/4 No. 1 Common Plain.  
10 M ft. 12/4 1st and 2d Plain.  
10 M ft. 12/4 1st and 2d Plain Red Oak.  
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Stock has been on sticks over a year. Will sell Log Run or on grades. Nice bright stock. Good widths and lengths. Write for prices.

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Three cars 12-16x12" face, cut quartered sawn, smoothly manufactured, end matched and bored for nailing. We want to move this stock and will make an attractive price.

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200 M feet 12-inch and up Walnut logs.  
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Hickory and oak rim strips and plank for bending purposes. Address  
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Boston dry kiln apparatus, consisting of 80" fan and coil containing about 3,000 ft. of 1" pipe.  
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20"x60' refuse burner.

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2 Wickers cast iron swing cut oil saws, new, \$60 each.  
Allen swing saw, new, \$37.50.

#### TRAM CARS, ETC.

15 four-wheel tram cars, 42" gauge.  
17 four-wheel tram cars, 41" gauge.  
31 four-wheel logging cars, 38" gauge.  
159 "A. B. C." steel body dry kiln trucks.  
3 four-wheel, two-horse dump carts.  
2 two-wheel lumber buggies.  
87 two-wheel lumber buggies, iron wheels, \$8 each.

#### BAND RESAWS.

99" McDonough band resaw, wheels 12" face.  
60" Giddings & Lewis No. 4 horizontal, wheels 60"x6".

#### CIRCULAR RESAWS.

Hobbes 54" circular.  
48" Joslin circular, \$225.  
Send for monthly stock list.

WICKES BROTHERS,  
Saginaw, Mich.



## BUSINESS OPPORTUNITIES

### LAND, STUMPAGE, RAILROAD, BAND MILL, CIRCULAR MILL AND PLANING MILL PROPOSITION FOR SALE.

The undersigned holds in trust and offers for sale the following described property, to-wit:

8,421.74 acres in fee, partly cut over, partly virgin.

Over 1,000 acres additional stumpage, deeded, eight years in which to remove.

11 miles standard gauge steel tram, together with 5 logging cars, locomotive, blacksmith shop, tools, etc.

Band sawmill, capacity 40,000 feet daily, with ample power.

Circular mill, capacity 15,000 daily, completely equipped.

Battery five planers and edger, with water tank, sheds and side tracks.

Good sized building, formerly used as commissary, now as office.

This plant is located on the main line of the Iron Mountain route at Prescott, Arkansas, 48 miles from Texarkana. Prescott is the county seat of Nevada county, and contains a population of 2,700. Wages moderate and freight rates reasonable.

The timber, which consists of oak, gum and short leaf pine, is of superior size and quality. I have had no cruise made and therefore could not guarantee the number of feet; but I should say that on this property, and adjacent to it (available), there is at least fifty million feet.

The plant has been notoriously mismanaged. Nevertheless tens of thousands of dollars worth of high-grade lumber has been marketed from the property during the past three years, and yet the mills have not been run on an average of two days a week. At present the circular mill is idle, and the band mill is being operated under lease by Mr. J. H. Tardy of the firm of Garetson & Greason, St. Louis, who is cutting logs bought partly from the Ozan Lumber Company and partly from neighboring settlers. The band mill is said to be the second best in the state, and has the name of having furnished the finest car of quartered oak ever laid in St. Louis.

The firm in whose interest I am holding this property as trustee, sold this oak green for \$50. It cost them about \$12, all told, to manufacture.

I respectfully submit as reasonable the following table of estimated values:

8,421.74 acres land and timber (in fee)	\$110,000
Deeded stumpage on something over 1,000 acres	15,000
11 miles railroad and equipment	30,000
Planing mill, embracing five machines, edger, etc.	9,000
Band mill, with everything complete, running today	14,000
Circular rig, with several miles wooden tram	2,000

Total \$180,000

But as my people are forced to sell or lose out entirely on a larger proposition which they are under obligations to float, I am authorized to discount the above figures just \$50,000 and close a deal with the first purchaser who comes along for exactly \$130,000, no more, and not a cent less under any consideration.

TERMS: HALF MUST BE CASH, BALANCE EASY.

When under full operation under new management, I am confident this property can be bonded easily for \$200,000 at 5½ or 6 per cent. The soil is excellent. Being in the heart of the famous Arkansas peach belt, I suggest that as the timber is removed, the land should be divided into 40 acre fruit farms. By erecting a four-room house and some outbuildings on each forty, at an expense of not over \$150, I believe the entire tract can be quickly disposed of to foreign settlers at \$20 per acre.

Investigation courted. Go and see this property for yourself. All I ask is a square deal. Upon arrival at Prescott, report to Prof. E. M. Hutto, who will afford every facility for examination.

THE UNDERSIGNED, IMMEDIATE POSSESSION, GIVEN.

I believe that the man or firm securing this valuable plant at the exceedingly low figure of \$130,000 will make a fortune out of the investment, capital and capable man-

Several interested parties already on the string. But—"first come, first served." I cannot give anybody an option. Quick action must be had.

Plat furnished on application. Write me for further particulars.

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An up-to-date circular mill, capacity 20 M ft. per day. Located in the best hardwood section of Northern Wisconsin with 100,000,000 ft. of standing timber and logs to go with mill. Also number of good teams, logging sleighs, blacksmith shop and complete logging tools. Good show to buy custom logs. Fine opportunity for capable factory or mill man. Excellent reason for selling. Address all communications

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Wabeno (Forest County), Wis.

### NOTICE IS HEREBY GIVEN

That on Monday, the 18th day of December, A. D. 1905, at my office, 1735 Curtis St., Denver, Colo., U. S. A., I will receive sealed bids for the purchase of all or any portion of the lands belonging to the Fidelity Savings Association of Denver, situate in Concordia Parish, State of Louisiana. Right to reject any and all bids being reserved.

The character of this land is rich delta alluvial soil and has upon it hardwood timber consisting of Oak, Cypress, Gum, Ash, Elm and Hickory trees. For further particulars, terms and maps of said lands, apply to

RICHARD H. MALONE, Receiver,  
1735 Curtis St., Denver, Colo.

### FOR SALE.

One Band Saw Mill, 25 M feet per day capacity; complete with edger, trimmer, electric light plant and a fine power. Address

M., care HARDWOOD RECORD.

### FACTORY LOCATIONS.

We have issued a little booklet on the timber resources of our line and locations for factories, mills, etc. It shows the following openings:

For 7 stave mills, 6 box factories, 14 handle factories, 7 slack barrel plants, 5 hoop mills, 6 furniture factories, 18 hardwood mills, 9 saw mills, 1 lumber yard, 2 hickory mills, 2 hub factories, 2 shingle mills, 1 basket factory, 2 wagon factories, 1 charcoal oven. Write for copy of the booklet.

We can put you in touch with parties controlling timber tracts—oak, gum, ash, hickory, cypress and other hardwoods.

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Cotton Belt Route, St. Louis, Mo.

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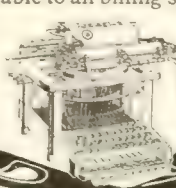


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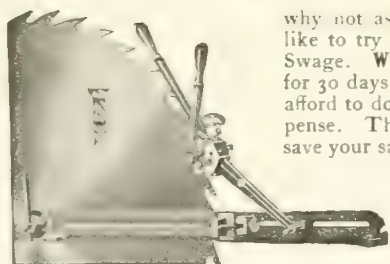
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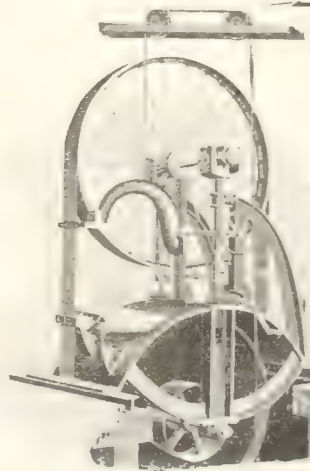
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The profits of a saw mill can easily be increased ten per cent by using a Phoenix Mfg. Co. saw. The reason for this is that the Phoenix Mfg. Co. saws are built to run with less expenditure of power than any other saw. They are also built to run with less expenditure of money than any other saw. They are built to run with less expenditure of time than any other saw. They are built to run with less expenditure of labor than any other saw. They are built to run with less expenditure of material than any other saw. They are built to run with less expenditure of anything than any other saw.

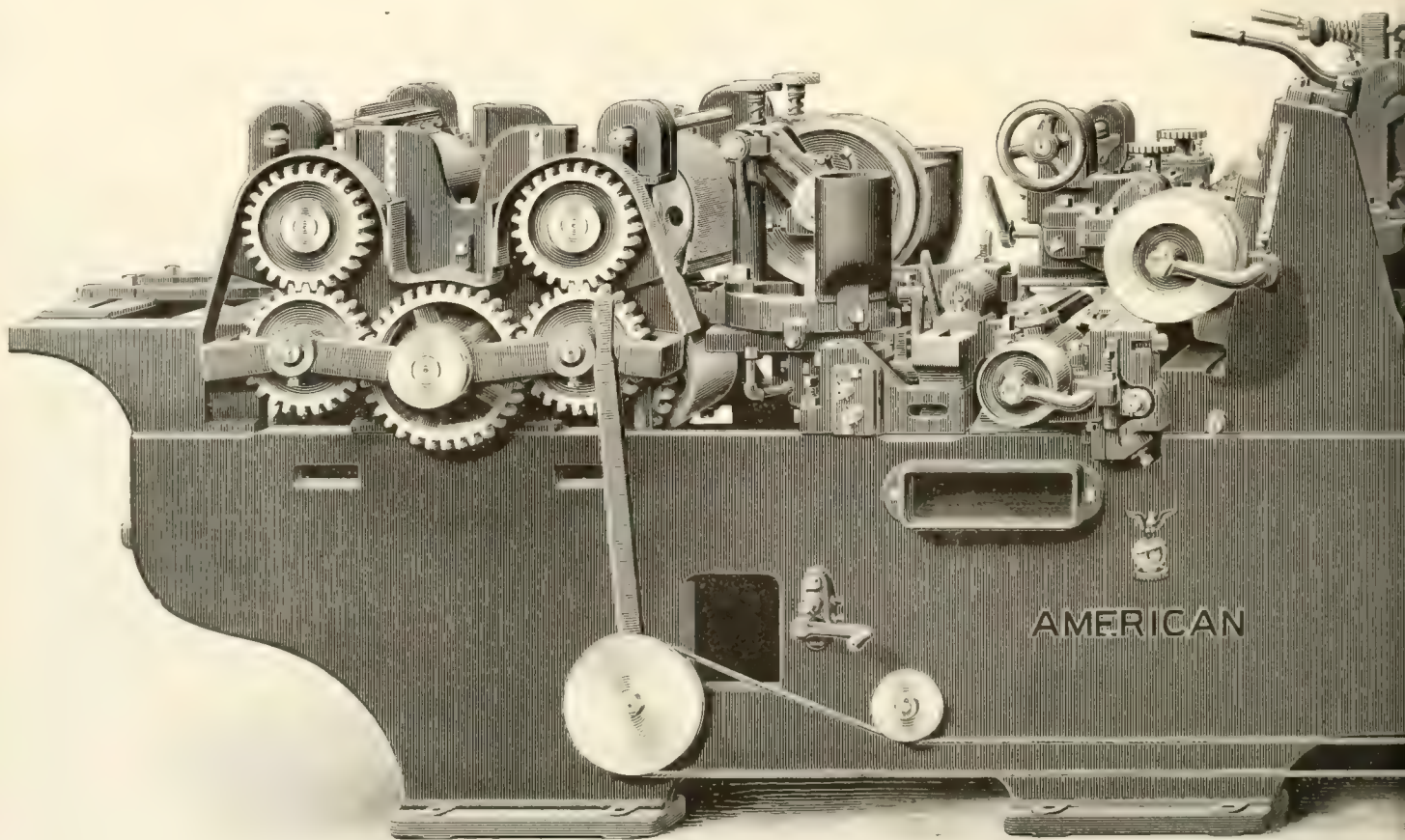
**PHOENIX MFG.  
COMPANY,**  
EAU CLAIRE, WIS.



The highest grade of Maple  
You may know about our Hoyt 29, but

# American No. 129 Hoyt Ha

A careful, intelligent investigation will



Built to work 9 and 15 wide,  
Write us for full detail in

## American Wood W

S A L A

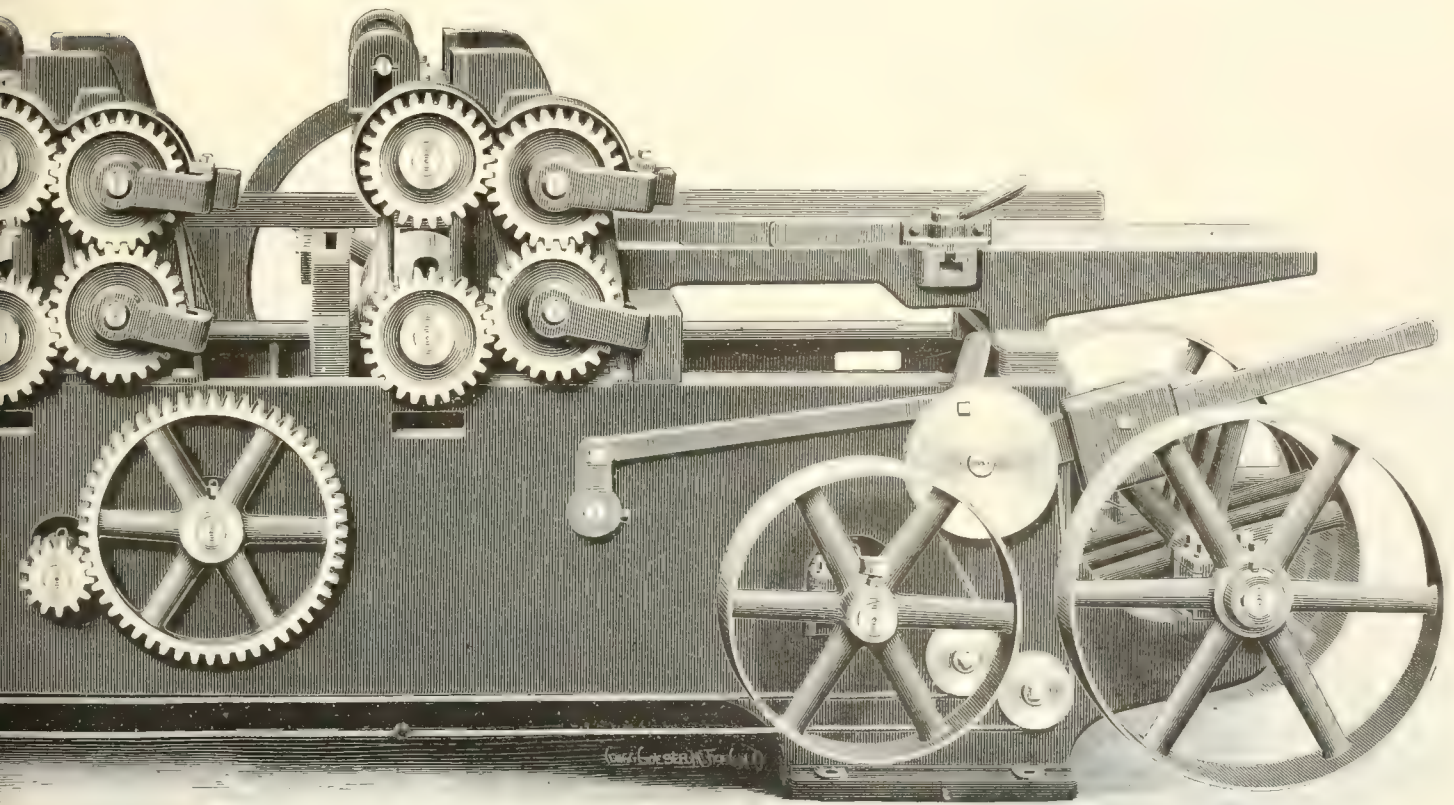
New Orleans : Hennen Building

Chicago : 43-45

ng is run on Hoyt Machines.  
tell you about the improvements on our

# Wood Planers & Matchers

e you of the superiority of our machine.



special cylinders and side heads.  
on, catalogue and prices.

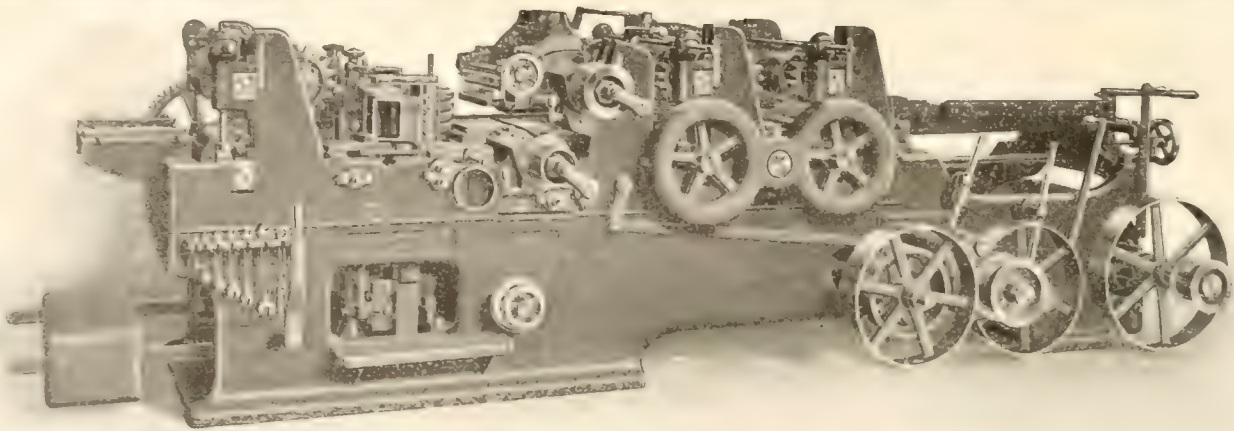
## King Machinery Co.

DOMS

th Canal Street

New York: 136 Liberty Street





## NO. 24. SPECIAL FAST FEED PLANER AND MATCHER

THE LATEST TYPE OF FAST FEEDERS

**Contains:**—Our PATENT ADJUSTABLE WEDGE PLATEN—a device for instantly changing the cut, distributing it between the top and bottom heads as desired, without altering the finished thickness or location of matching. BELT-RELEASING DEVICE (patent pending), provides for instantly releasing or tightening all belts simultaneously, with independent means for tightening all belts; especially advantageous for removing bottom head and releasing strain on belts when machine is idle; facilitates use of endless belts; automatic binders prevent the side head belts from climbing or chafing even when working narrow stock. PATENT ADJUSTABLE GAUGES for setting the knives without measuring, absolutely accurate; PATENT SIDE WING BOXES, a new type of self-oiling, self-adjusting clamp boxes.

BUILT TO WORK 8", 15", 24" OR 30" WIDE BY 6" THICK. ALSO BUILT WITH FIVE HEADS.

**S. A. WOODS MACHINE CO., BOSTON, MASS.**

**WOOD WORKING MACHINERY**

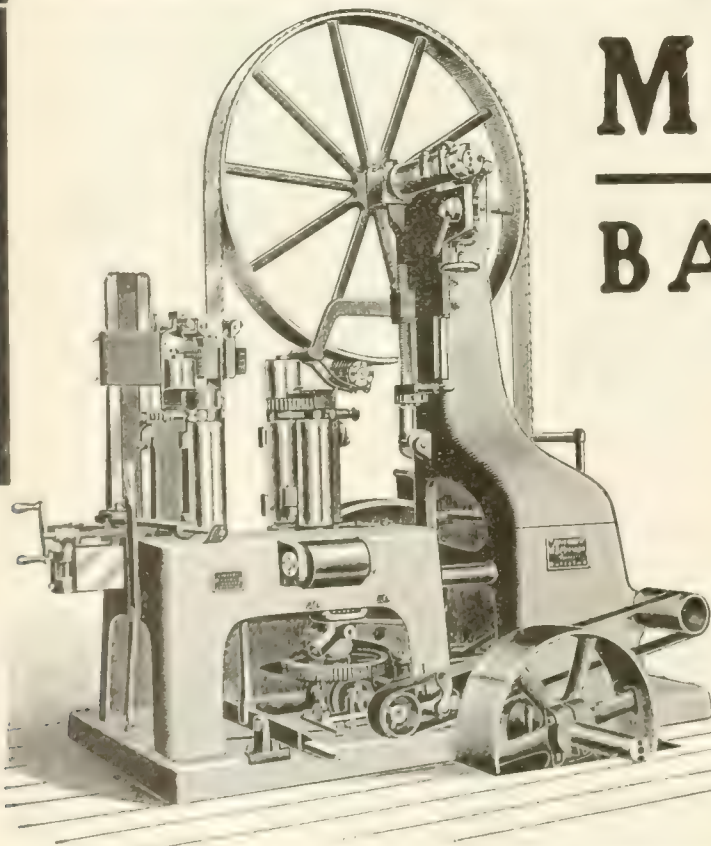
R. B. DUNSMORE, WESTERN MANAGER,

811 RAILWAY EXCHANGE, CHICAGO, ILL.

# MERSHON

NEW STANDARD 60-INCH

# BAND-RESAW



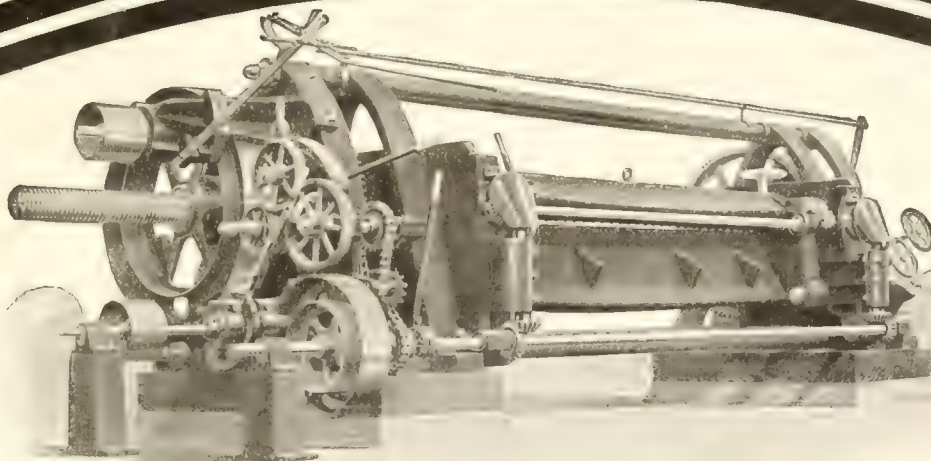
An extra heavy, simply constructed and powerful machine, especially adapted to resawing green hardwood cants, unedged plank, or for medium to extra heavy planing mill resawing.

**The Mershon Company**

**SAGINAW, MICHIGAN**

Illustrated Catalogue of Our Complete  
Line of Band Resaws, Pony Band  
Mills and Band Edgers on Request.

NEW STANDARD 60-INCH BAND-RESAW



## THE Coe Standard Rotary Veneer Cutter

Is the best for all purposes. With it you can cut any stock from the finest furniture veneer to heavy crate and box stock. It will cut equally well veneer 1-120 inch in thickness or 1-2 inch. It has 25% greater cutting capacity than any other machine. The COE Cutters are the heaviest built, averaging 33 1-3% more in weight than any others. This

means perfect stock, because there is no vibration, every pound of metal being distributed to produce the greatest strength and

rigidity. Our machines have every known appliance for the rapid and economical production of veneer, and among them are many which can only be found on our cutters.

They are built in sixty different styles and sizes to handle any known timber and to cut any kinds of stock. We have over 1,500 of these machines in operation all over the world, and they have been twice awarded the **GRAND PRIZE** at international exhibitions. We carry all sizes in stock and can make immediate deliveries. If you are interested in veneer cutting or drying, write at once for our new catalog No. 5. It is the finest book on this subject ever issued.



**THE COE MANUFACTURING COMPANY**

105 BERNARD STREET  
PAINESVILLE, OHIO



# Stumpage Values

**Are Always on the  
Increase**

We have 500,000 acres  
of hardwood lands  
for sale in tracts  
to suit purchasers.  
Detailed information  
furnished bona-fide  
investors only.

**Our Own Estimates  
Furnished**

## J. D. LACEY & CO.

608 Hennen Building  
NEW ORLEANS

1200 Old Colony Building  
CHICAGO

Western Office: 507 Lumber Exchange Bldg.  
SEATTLE, WASH.

## Charles S. Wentworth & Co.

WHOLESALE LUMBER MERCHANTS

147 Milk Street  
BOSTON

We are in the Market for POPLAR, PLAIN OAK, CYPRESS and NORTH CAROLINA PINE LUMBER; also OAK, MAPLE and BIRCH FLOORING, and would appreciate correspondence from manufacturers in position to supply any of the stock named.

J. H. SCHOFIELD

R. W. SCHOFIELD

## SCHOFIELD BROTHERS WHOLESALE LUMBER

Hardwoods a  
Specialty.

1020-22 Pennsylvania Building  
PHILADELPHIA

## JAMES THOMPSON & COMPANY

Wholesale

### Southern Hardwoods

Cottonwood, Gum and Cypress a Specialty

MILLS:  
Arkansas Mississippi Louisiana

Office, Randolph Bldg.,  
MEMPHIS, TENN.

## JONES HARDWOOD COMPANY

147 Milk Street, Boston

WRITE US

YOU MAY HAVE JUST WHAT WE WANT

## Wistar, Underhill & Co.,

WHOLESALE

### HARDWOOD LUMBER

816 Real Estate Trust Building, PHILADELPHIA.

## C. P. CROSBY, RHINELANDER, WIS.

### Wholesale Hardwood Lumber

Hard Maple a Specialty in all thicknesses from 1 inch to 4 inch.  
Finest Birch in Wisconsin. Black Ash, Rock Elm,  
Soft Elm, Red and White Oak.

DIFFICULT AND MIXED ORDERS A SPECIALTY

## Marshfield VOLLMAR & BELOW Wisconsin BASSWOOD, BIRCH and other Wisconsin Hardwoods

— Let us know what you are in the market for —

J. J. SOBLE

H. I. SOBLE

## SOBLE BROTHERS

Wholesale Hardwoods

722 Land Title Bldg.

PHILADELPHIA

White Oak and White Pine Bridge, Car and Trestle Timbers

## C. F. Luehrmann Hardwood Lumber Co.

Largest Manufacturers and Exporters of  
SATIN WALNUT

Always in the market  
for HARDWOODS.

Office and Yards  
148 Carroll Street, ST. LOUIS, MO.

## GENERAL LUMBER COMPANY HARDWOODS

HEMLOCK, YELLOW PINE.

BRUNSON BUILDING

COLUMBUS, OHIO

# W. H. DAWKINS LUMBER CO.

MANUFACTURERS OF

Band Sawed

**YELLOW  
POPLAR**

Ashland, Ky.





# WISCONSIN



## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, - - - WISCONSIN  
Saw and Planing Mill at Atlanta, near Bruce Wis., on Soo Lines.

Manufacturers

### Wisconsin Hardwoods

PINE AND HEMLOCK

WRITE US FOR PRICES ON  
1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH. 1¾ INCH RED BIRCH.  
1 INCH NO. 1 AND NO. 2 BASSWOOD. RED BIRCH FLOORING.

### NORTHERN STOCK

Hemlock  
Birch  
Basswood  
Rock Elm  
Soft Elm  
Ash  
Oak

### SOUTHERN STOCK

Quartered White and Red  
Oak  
Plain White and Red Oak  
Sycamore  
Poplar  
Cypress  
Gum

## PAGE & LANDECK LUMBER CO.

Wells Building - - - MILWAUKEE, WIS.

MIXED CARS - EVEN GRADES - PROMPT SHIPMENT

## Wisconsin Hardwoods

### SPECIAL OFFERINGS:

1' No. 1 COMMON & BETTER BIRCH (Red in)  
1' No. 1 COMMON & BETTER BASSWOOD  
1' No. 1 COMMON & BETTER HARD MAPLE  
ALSO ELM, PINE, CEDAR PRODUCTS,  
AND "SHAKELESS" HEMLOCK.

John R. Davis Lumber Company, Phillips, Wis.

## STEINMAN LUMBER COMPANY

MILWAUKEE : : : WISCONSIN

Wisconsin and Southern  
**HARDWOODS**  
**MAHOGANY**

WE MAKE A SPECIALTY OF THICK MICHIGAN HARD MAPLE

## WISCONSIN HARDWOOD LUMBER

We have a good assortment of Wisconsin Hardwood  
Lumber, but just now we specially wish to move

1 inch Common Plain Birch.  
1 inch Common and Better Curly Birch.  
2 inch Log Run Soft Elm.

On which we will name attractive  
prices for prompt shipments.

### R. CONNOR COMPANY,

General Office MARSHFIELD, WIS.

## North Western Lumber Co.

GENERAL OFFICES: EAU CLAIRE, WIS. MILLS AT STANLEY, WIS.

BAND SAWED

## Wisconsin Hardwoods

CAREFUL GRADINGS PROMPT SHIPMENTS

### SPECIALTIES:

Inch No. 2 Common Birch

Inch No. 3 Common Birch

## WAGSTAFF LUMBER OSHKOSH

FINE STOCK OF THE VERY BEST WISCONSIN BIRCH  
ASK ME ABOUT ANY OTHER WISCONSIN HARDWOODS

## THE NASH LUMBER COMPANY

SHIPPING POINT

GLIDDEN, WISCONSIN

4-4 and 8-4 No. 2 Common BASSWOOD  
4-4 and 8-4 No. 3 Common BASSWOOD

SHANAGOLDEN

WISCONSIN

# CLEVELAND

HARDWOOD  
DISTRIBUTING CENTER OF  
NORTHERN OHIO

## THE ROBERT H. JENKS LUMBER COMPANY

The following Poplar is located at Sattles W. Va., and is over one year old, dry:

57,000 feet 1 inch 1 and 2, 7 to 17 inches wide.  
67,000 feet 1 inch 1 and 2, 18 to 23 inches wide.  
20,000 feet 1½ inch 1 and 2.  
10,000 feet 1½ inch 1 and 2.  
20,000 feet 2 inch 1 and 2.  
12,500 feet 3 inch 1 and 2, 12 inches and under.

### SOUND WORMY CHESTNUT

460,000 1 inch, 110,000 1½ inch.  
180,000 2 inch, 60,000 1½ inch.

**Quartered White and Red Oak.**—We have a good assortment of dry stock, 3/8 to 4 inches thick. Your inquiries solicited.

**Plain White and Red Oak.**—A limited amount of nice stock, ready for shipment.

## THE ADVANCE LUMBER CO.

CLEVELAND OHIO

..OFFERS..

### Red Gum

2,000,000 feet thoroughly dry.  
All grades and thicknesses.  
Low price to move.

### Gulf Cypress

200,000 feet dry.  
Mostly 14.

### Yellow Poplar

500,000 feet, choice stock.  
All grades from 14 to 84.

### Gray Elm

350,000 feet, dry.  
64 mill run.

### Chestnut

300,000 feet dry 44 and 84.  
Sound wormy.

### Red Oak

500,000 feet, dry plain.  
250,000 feet, dry quartered.  
Common and better 44 and 54.

### Plain White Oak

700,000 feet, 44 log run.  
4 to 12 months on sticks.

### Quartered White Oak

500,000 feet, dry.  
44, 54 and 64.

### White Ash

500,000 feet, 44 dry.  
Common and better.

### Hickory

10,000 feet, 84 dry.  
Log run.

FAIR STOCK OF ALL OTHER VARIETIES OF  
NORTHERN AND SOUTHERN HARDWOODS.  
WE WANT YOUR INQUIRIES.

S. P. C. HOSTLER, Chicago Representative  
314 Giddings Street

## The Farmer in the Southwest Prospers

Because he pays from \$8 to \$15 an acre for land that produces as good crops as land in Illinois and Indiana which sells for \$75 to \$100 an acre. The mild climate gives him earlier crops and the short winter makes stock-raising less expensive.

**You** have the same chance to prosper that is being taken by hundreds of the northern and eastern farmers.

Write for free copies of our illustrated books on Texas and Oklahoma.

Low rates to all points in the Southwest on the first and third Tuesdays of each month via



CHICAGO @ EASTERN ILLINOIS R. R.  
W. H. RICHARDSON, G. P. A., Chicago, Ill.

## THE KING & BARTLES LUMBER CO.

CLEVELAND, OHIO

## HARDWOODS

We are selling agents for the Kentucky Saw Mill Company, of Jackson, Ky., manufacturing Poplar and Oak exclusively.

## MARTIN-BARRISS COMPANY

Importers and Manufacturers  
**MAHOGANY**  
AND FINE  
**HARDWOODS**





# INDIANA



WHERE THE BEST HARDWOODS GROW

THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

White Ash

Poplar

Black Walnut

Cherry

Sycamore

Red Gum

Hickory

Beech

Maple

Veneers of

Indiana Hardwoods

## J. V. STIMSON

All Kinds of Hardwood Lumber Manufactured

HUNTINGBURG, IND.

## YOUNG & CUTSINGER

Manufacturers and Wholesalers

Our Specialty Fine Figured Quartered Oak

EVANSVILLE, IND.

## CHARLES H. BARNABY

Manufacturer of Band Sawed Hardwoods

Quarter Sawed Indiana White Oak a Specialty

GREENCASTLE, IND.

## D'HEUR & SWAIN LUMBER CO.

Manufacturers and Wholesalers

Our Specialty Quartered Oak and Sycamore

SEYMOUR, IND.

## LONG-KNIGHT LUMBER CO.

MANUFACTURERS AND DEALERS

Quarter Sawed White and Red Oak a Specialty

INDIANAPOLIS, IND.

## MALEY & WERTZ

Manufacturers, Wholesalers and Exporters of Hardwood Lumber

EVANSVILLE, IND.

## NO. VERNON PUMP & LBR. CO.

MANUFACTURERS AND DEALERS

Would Like to Figure on Your Hardwood Requirements

Send for Stock List

NORTH VERNON, IND.

## PERRINE-ARMSTRONG CO.

Long Timber up to 60 feet—Hardwood Specialties

The largest Band Mill in Indiana.

FORT WAYNE, IND.

# PITTSBURG

HARDWOOD  
DISTRIBUTING CENTER OF  
PENNSYLVANIA

## A. M. Turner Lumber Company

Everything in lumber. We buy hardwoods as well as sell them. If you have anything to offer, please submit same to us. : : :

## LINEHAN LUMBER COMPANY

### Hardwoods

SPECIALTIES--OAK  
POPLAR AND CHESTNUT

## Babcock Lumber Co.

MANUFACTURERS OF  
PENNSYLVANIA  
HARDWOODS  
19,000,000 FEET ANNUALLY

LONG ON 6-4  
HARD MAPLE

MILLS AND OFFICE  
ASHTOLA, PA.

## OAK POPLAR CHESTNUT

Our  
Specialties

GET OUR PRICES BEFORE BUYING

American Lumber & Mfg. Co.  
PITTSBURG, PA.

TENNESSEE STOCK — National Hardwood Grading Rules Used

## The Nicola Brothers Company

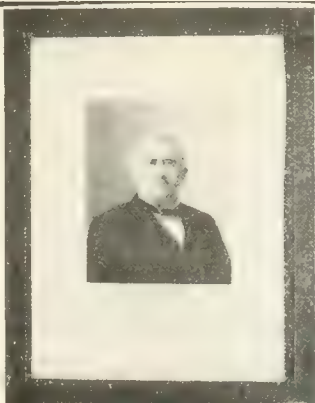
One million feet 4-4 Bay Poplar.  
Can be shipped log run, or sold  
on grade. Bone dry; band  
sawed. Send your inquiries.

## Flint, Erving & Stoner Co.

WHOLESALE

### L U M B E R

Northern and Southern Hardwoods



## FRAMES FOR HARDWOOD RECORD PORTRAIT SUPPLEMENTS,

Complete with backing, but without the glass, made from Flemish Oak, are to be had delivered by express, charges prepaid to any point east of the Missouri river, at 50 cents each; or at the HARDWOOD RECORD office, at 30 cents each.

Prepay orders with 2 cent stamps or postal notes, addressed,

HARDWOOD RECORD, 355 Dearborn St., CHICAGO





# MICHIGAN



## DENNIS & SMITH LUMBER CO.

**Wholesale Hardwood Lumber**

Office and Yards, **FOURTH AND HOLDEN AVENUES,**  
**DETROIT, MICH.**

MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg,  
W. Va. McNutt Siding, W. Va.

## McCLURE LUMBER CO.

WHOLESALE DEALERS IN

## HARDWOOD LUMBER

ROUGH YELLOW PINE TIMBERS AND PLANK

Office and Yards **520 TO 530 FRANKLIN STREET**  
**DETROIT, MICHIGAN**

Saw Mills **EUTAW, ALA.**

Correspondence invited on all hardwoods.



Hemlock Cull.

## J. S. GOLDIE

Cadillac, :: Michigan.

**SPECIAL OFFERINGS FOR NOVEMBER**

75 M ft. Birch, 20 M ft. Beech, 40 M ft. Basswood,  
400 M ft. Maple, 20 M ft. Elm, 50 M ft. Cherry, 20  
M ft. Ash, 20 M ft. 4" and 5" Maple Squares, 70 M  
ft. Ash and Elm Cull, 30 M ft. Maple Cull, 50 M ft.

**INQUIRIES SOLICITED ON ALL HARDWOODS.**

## SOFT ELM AND ROCK ELM

FOR SALE BY

## The R. G. Peters Salt & Lumber Co.

**EASTLAKE, - - - - - MICHIGAN**

## BOYNE CITY LUMBER COMPANY

BOYNE CITY

**MICHIGAN ROCK MAPLE**  
and other **HARDWOODS**

**LARGE CAPACITY**

**PROMPT SHIPMENTS**

**RAIL OR CARGO**

## The Mud Lake Lumber Co.

**RABER, MICH.**

Manufacturers  
of . . . .

**Hardwoods and Hemlock**

**Birch Our Specialty.**

# WM. H. WHITE AND COMPANY

BOYNE CITY, MICHIGAN

MANUFACTURERS OF

## HARDWOODS

MAPLE, SOFT AND ROCK ELM, BASSWOOD, BIRCH, BEECH AND HEMLOCK, CEDAR POSTS AND TIES

ANNUAL CAPACITY

**30,000,000 FEET OF LUMBER :: 10,000,000 CEDAR SHINGLES**

**RAIL OR WATER SHIPMENTS CARGO SHIPMENTS A SPECIALTY**

## Hardwood Board Rules

FOR  
HARDWOOD  
LUMBERMEN

**Best Goods—Prompt Shipment.**

SEND YOUR ORDERS TO THE

**HARDWOOD RECORD, 355 Dearborn Street.**

## THE SICKLESTEEL LUMBER COMPANY

**DETROIT, MICH.**

OUR SPECIALTIES—OAK TABLE TOPS Plain and Quartered, BIRCH LUMBER All  
Thickness and Grades, CHESTNUT, ELM, BASSWOOD and GUM.

**Write us for prices.**

## Ann Arbor Railroad and Car Ferry Line

Direct Route from the West and Northwest to the East and South, via MANITO-  
WOC, WIS., Kewaunee, WIS., MENOMINEE, MICH., and MANISTIQUE, MICH.,  
across Lake Michigan, via Frankfort. Passenger fares lower than via any all rail  
route.

**THE FAVORITE ROUTE FOR LUMBER SHIPPERS.**

A. MILLER, Commercial Agent, MINNEAPOLIS, MINN.  
G. W. FRASER, Trans. Freight Agent, MILWAUKEE, WIS.  
C. P. LAMBERT, Trans. Freight Agent, Frankfort, O.  
H. C. BELL, Asst. Gen'l Frt. Agt., Toledo, O.  
J. E. Kelly, General Passenger Agent, Toledo, Ohio.

# GRAND RAPIDS

LEADING HARDWOOD LUMBER MARKET  
OF MICHIGAN

REPRESENTATIVE MANUFACTURERS OF  
WHOLESALEERS OF

## HARDWOODS

### Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK

AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

Michigan Elm, Birch, Ash and Basswood

### Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

Northern and Southern **Hardwood Lumber**

MAIN OFFICE:

MICHIGAN TRUST CO. BUILDING

### DENNIS BROS.

Manufacturers of

**Hardwood Lumber and  
Perfect Maple Flooring**

Dry Stock at  
Bargain Prices.

- 1 car 4 4 No. 3 Common Cherry
- 15 cars 4 4 Birch, No. 2 Common and Better
- 4 cars 4 4 Birch, No. 2 Common and Better
- 1 car 4 4 Birch, Red Curly
- 15 cars 4 4 Basswood, No. 2 Common and Better
- 4 cars 5 4 Basswood, No. 1 Common and Better
- 2 cars 8 4 Basswood, No. 1 Common and Better

Main Office: 205-209 Michigan Trust Co. Bldg.

**Nichols & Cox Lumber Co.**  
GRAND RAPIDS

NORTHERN AND SOUTHERN

## HARDWOODS

Hardwood Flooring, Crating Stock, Kiln Drying

Mills and Office: GODFREY AVE. AND CURVE ST.

### WE WANT TO MOVE SOME Beech and Basswood

LONGFELLOW & SKILLMAN LUMBER CO.

Our Motto: "Prompt Shipments."

Correspondence Solicited.

### GIBBS & HALL, MANUFACTURERS AND DEALERS IN Hardwood Lumber

WE DESIRE TO MOVE THIS DRY STOCK AT ONCE

200 M ft. 4-4 H. Maple 1st and 2nd. 100 M ft. 4-4 S. Maple, No. 2 C. & B.  
200 M ft. 8-4 H. Maple No. 2 C. & B. 1904 cut 300 M ft. 4-4 to 8-4 Beech, No. 2 C. & B.  
Choice cut 4-4 to 16-4 Birch—all grades. 200 M ft. 4-4 to 8-4 S. Elm, No. 2 C. & B.

QUOTATIONS MADE PROMPTLY.

### DUDLEY LUMBER COMPANY NORTHERN AND SOUTHERN HARDWOODS

300,000 ft. 4/4 Hard Maple  
100,000 ft. 8/4 Hard Maple  
25,000 ft. 8 4 Soft Maple  
100,000 ft. 10/4 Hard Maple

Special Offer on

100,000 ft. 12 4 Hard Maple  
50,000 ft. 14/4 Hard Maple  
100,000 ft. 16 4 Hard Maple

Southern Oak a Specialty

### J. F. Quigley Lumber and Land Co.

We carry Complete Stock, all Kinds, Grades  
and Thicknesses in our Grand Rapids yards.

MIXED CARS AND PROMPT SHIPMENTS SPECIALTIES

### WAGNER & ANGELL

WANTED

Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

FOR SALE

All of the above items and Red Cedar, Redwood and White Cedar, Shingles  
and Posts

### VAN KEULEN & WILKINSON LUMBER COMPANY

Manufacturers and Wholesalers of

**HARDWOOD LUMBER and CRATING STOCK**

FOR SALE

Complete Stocks of Michigan Hardwoods—Maple, Beech, Birch,  
Elm, Ash and Basswood.

TRADE



MARK.

If You Are Seeking a Location for a Sawmill or Wood  
Working Factory, or for Timber or Coal Lands.

The line of the Tennessee Central R. R. offers the finest  
opportunities in the South for the investor or manufacturer.  
It is a new line, running through a rich and undeveloped  
country, accessible by rail to all parts of the United States.  
The section is especially rich in hardwoods.

For further information address

T. A. ROUSSEAU, Chief Clerk Traffic Department.

### The Gentleman Farmer

It's a nice thing to have a little farm to send the family out on when summer comes and it's a nice thing to have a few hundred invested in something that increases in value every day. Let me tell you about the fruit belt of the east shore of Lake Michigan, and the pleasure and profit that you can realize from a small investment. Many Chicago business men have invested.

H. F. MOELLER. G. P. A., PERE MARQUETTE R. R.  
DETROIT, MICH.



## Stoneman-Zearing Lumber Co.

### HARDWOOD LUMBER

76 West Erie Street

CHICAGO

We have the following stock in pile at our mill, Devall Bluff, Ark.:

GUM  
62,936 ft. 1-inch 1st and 2d Sap  
Gum 13 in. and up.  
63,583 ft. 1-inch 1st and 2d Sap  
Gum 6 in. to 12 in.  
70,329 ft. 1-inch Gum Box Boards,  
13-in. to 17 in.  
90,635 ft. 1-inch Com. Sap Gum.  
67,618 ft. 1-inch Com. Red Gum.  
129,230 ft. 1-inch Ship Cull Gum.  
18,944 ft. 6-inch Log Run Gum.  
17,290 ft. 6-4-inch Common and Cull  
Gum.

PLAIN WHITE OAK  
6,200 ft.  $\frac{3}{4}$ -inch 1st and 2nd Plain  
White Oak.  
1,450 ft.  $\frac{3}{4}$ -inch Common and Bet-  
ter Plain White Oak.  
5,883 ft. 1-inch Common and Bet-  
ter White Oak.  
35,767 ft. 1-inch 1st and 2d Plain  
White Oak.  
63,144 ft. 1-inch Common Plain  
White Oak.

QUARTERED WHITE OAK  
6,437 ft.  $\frac{3}{4}$ -inch 1st and 2nd Quar-  
ter White Oak.  
2,550 ft. 1-inch Common and Bet-  
ter Quarter White Oak.  
52,907 ft. 1-inch 1st and 2nd Quar-  
ter White Oak.  
22,917 ft. 1-inch Common Quarter  
White Oak.  
9,008 ft. 1-inch Strips Quarter  
White Oak.

PLAIN RED OAK  
6,732 ft.  $\frac{3}{4}$ -inch 1st and 2nd Plain  
Red Oak.

8,313 ft.  $\frac{3}{4}$ -inch Common and Bet-  
ter Plain Red Oak  
7,451 ft.  $\frac{3}{4}$ -inch Common and Bet-  
ter Plain Red Oak

55,357 ft.  $\frac{3}{4}$ -inch 1st and 2nd Plain  
Red Oak.

10,811 ft.  $\frac{3}{4}$ -inch Common Plain  
Red Oak.

27,353 ft. 1-inch Common and Better  
Plain Red Oak.

25,143 ft. 1-inch 1st and 2nd Plain  
Red Oak.  
80,804 ft. 1-inch Common Plain Red  
Oak.

97,260 ft. 1-inch Ship Cull Red and  
White Oak.

1,937 ft. 1-inch Strips Red Oak.  
8,780 ft. 8-4-inch Cull Oak.

QUARTERED RED OAK  
300 ft.  $\frac{3}{4}$ -inch 1st and 2nd Quar-  
ter Red Oak.

300 ft.  $\frac{3}{4}$ -inch Common and Bet-  
ter Quarter Red Oak.

1,100 ft.  $\frac{3}{4}$ -inch Common Quarter  
Red Oak.

886 ft.  $\frac{3}{4}$ -inch Common and Bet-  
ter Quarter Red Oak.

3,303 ft. 1-inch 1st and 2nd Quar-  
ter Red Oak.

2,242 ft. 1-inch Common Quarter  
Red Oak.

3,270 ft. 1-inch Common and Bet-  
ter Quarter Red Oak.

WHITE ASH  
10,821 ft. 1-inch 1st and 2nd Ash  
4,746 ft. 6-4-inch 1st and 2nd Ash.

517 ft. 10-4-inch 1st and 2nd Ash.  
1,908 ft. 16-4-inch 1st and 2nd Ash.

23,953 ft. 1-inch Cull Ash.  
222 ft. 5-4-inch 1st and 2nd Ash.

6,428 ft. 8-4-inch 1st and 2nd Ash.  
4,586 ft. 12-4-inch 1st and 2nd Ash.

10,985 ft. 1-inch Common Ash.  
1,600 ft. Thick Cull Ash.

COTTONWOOD  
24,718 ft. 1-inch 1st and 2nd Cotton-  
wood.

5,600 ft.  $\frac{3}{4}$ -inch Com. and Cull  
Cottonwood.

MISCELLANEOUS  
17,120 ft. 1-inch Log Run Cypress.

28,152 ft. 12-4-inch Log Run Elm.  
9,587 ft. 8-4-inch Log Run Elm.

3,000 ft. Thick Cypress.  
50,000 ft. 8-4-inch Log Run Elm.

We solicit your inquiries for some  
of the above.

## JOHNSON & KNOX — LUMBER CO.

312-313 Chamber of Commerce  
Building, CHICAGO.

Wholesale Dealers In

## NORTHERN & SOUTHERN HARDWOODS

FOR SALE.

250 M feet 6-4 inch Log Run Soft Elm.  
200 M feet 4-4 inch Common Yellow Cottonwood.  
50 M feet 3 inch C. and B. Soft Elm.  
50 M feet 3 inch Log Run Soft Elm.  
200 M feet 4-4 inch No. 1 Common Quartered White Oak.  
100 M feet 4-4 inch No. 1 Common Quartered Red Oak.  
100 M feet 4-4 inch Log Run Poplar on grades.  
250 M feet 4-4 inch Common Sap Gum.

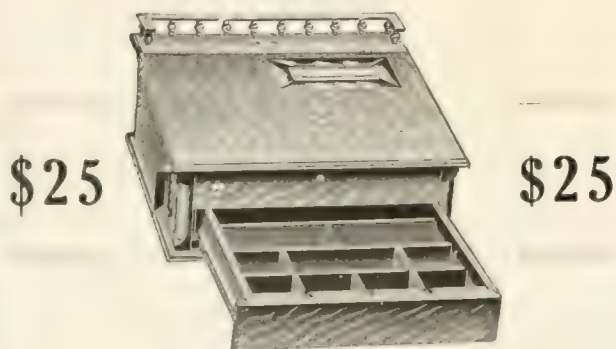
WE WANT.

3 inch Log Run Birch.  
2 inch, 2 $\frac{1}{2}$  inch and 3 inch 1st and 2nd Hard Maple.  
1x12 and 1x14 Yellow Cottonwood Box Boards 12 feet.  
1x13 to 1x17 Yellow Cottonwood Box Boards 12 feet.  
4-4 inch Shipping Cull Gum.  
4-4 inch 1st and 2nd Plain and Quartered Red and White Oak.

## AVOID ERRORS

The neatest, handiest system for keeping  
accounts in offices of wholesale and retail

LUMBER DEALERS



Standard Cash Register Co.

Wabash

Indiana

WE ARE ALWAYS IN THE MARKET FOR



## HARDWOOD LUMBER

PLAIN AND QUARTERED

O A K

A SPECIALTY

WE BUY MILL CUTS

SOUTHERN OAK LUMBER CO.

707 Chamber of Commerce

CHICAGO

CHICAGO

THE GREATEST HARDWOOD MARKET  
IN THE WORLD

REPRESENTATIVE

HARDWOOD DEALERS

## CLARENCE BOYLE LUMBER CO.

WHOLESALE DEALERS IN

**HARDWOODS  
YELLOW PINE  
and CYPRESS**

319 West Twenty-Second Street, CHICAGO

FRANK M. CREELMAN, RAILWAY EXCHANGE,

WHOLESALE

## Northern and Southern Lumber

CAR LOTS, BARGE LOTS, CARGO LOTS OR MILL CUTS FOR FUTURE SHIPMENTS,  
ANNUAL CONTRACTS OR IMMEDIATE REQUIREMENTS.

FRED W. BLACK, President

HORACE W. BLACK, Secretary

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MANUFACTURERS OF

## HARDWOOD LUMBER

305 Old Colony Building

## HAYDEN &amp; LOMBARD

## Want to Buy for Prompt Shipment

100 M feet 1 1/2" log run Birch resawed green or dry  
 100 M feet 2, 2 1/2, 3 or 4" 1s and 2s White Oak,  
 green or dry  
 100 M feet 2 1/2 and 3" x 5 1/4" White Oak Reaches,  
 green or dry  
 100 M feet Poplar Box Boards, regular widths, also  
 15" to 17" dry.  
 100 M feet Freight Car Material White Oak.  
 1000 M Street Car and Standard Railway Ties, White  
 Oak and mixed.  
 50 M feet 1 x 13 to 17" 12, 14 and 16" Cottonwood Box  
 Boards.  
 50 M feet 1 x 8 and 10" - 10 to 16" 1s & 2s Basswood.  
 1000 M feet 2" Yellow Pine and Norway Car Decking.

511 RAILWAY EXCHANGE CHICAGO

## FINK-HEIDLER CO.

Wholesale Dealers in

## HARDWOOD LUMBER

We Carry a General Line of Hardwoods.  
 Kiln Dried Lumber Constantly in Stock.

Telephones } 744  
 Canals } 763

YARDS { Ashland Ave.  
 { South of 22nd St.

## NATIONAL LUMBER MFG. CO.

1019 ASHLAND BLOCK

Manufacturers  
of . . .

Southern Hardwoods

Oak, Poplar, Hickory, Ash, Cottonwood, Gum, Etc.

BAND MILLS { Smithfield, W. Va.  
{ Jackson, Ala.CIRCULAR MILLS { Kentucky  
{ Tennessee

The only trade paper reaching all  
 classes of hardwood consumers is

HARDWOOD RECORD  
 355 Dearborn St., Chicago

## W. O. KING &amp; COMPANY

: : : WHOLESALE : : :

## HARDWOOD LUMBER

LOOMIS STREET BRIDGE

FRANK R. CRANE

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## F. R. CRANE &amp; COMPANY

WHOLESALE DEALERS IN

## HARDWOOD LUMBER

OFFICE AND YARDS: 440-462 N. BRANCH ST.

Will pay cash for all kinds of Hardwood Lumber and dry stock, and make inspection  
at point of shipment if desired. Send Us Your Stock List.I AM IN THE HARDWOOD LUMBER  
MARKET TO BUY

Can handle the cut of one or two good mills  
 on a cash basis. Send me your stock list.

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Room 409. Merchants' Loan and Trust Building.

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1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH,  
 etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK,  
 POPLAR, etc., from our Memphis yard. We are constant buyers.

## RYAN &amp; McPARLAND

ALL KINDS OF

## HARDWOOD AND WAGON STOCK

Write us before selling. If in the market to buy we can interest you.

Office and Yards: Corner Robey Street and Blue Island Avenue

## A. R. VINNEDGE LUMBER CO.

WHOLESALE DEALERS IN  
HARDWOOD LUMBER755 1st Natl. Bank Bldg.  
CHICAGO.We are buyers of both Northern  
and Southern Hardwoods



# CINCINNATI

THE GATEWAY OF THE  
SOUTH

IN THE MARKET FOR

**OAK—ASH—POPLAR**

ALL GRADES AND THICKNESSES

**MOWBRAY & ROBINSON**

Office:  
1219 West Sixth Street

Yards:  
Sixth Street, below Harriet

**BENNETT & WITTE**  
MANUFACTURERS OF SOUTHERN HARDWOODS

We sell on National Hardwood Lumber Association Inspection  
**Plain and Quartered White and Red Oak,  
Cottonwood, Ash, Flm, Cypress, Plain  
and Quartered Red and Sap Gum.**

**SPECIAL**  
2,000,000 feet 4/4 and 5/4 Box Common  
Cottonwood. We cut in thicknesses from  
3/8 to 4 in. Export and Domestic Trade.

Branch:  
MEMPHIS, TENN.

224 W. 4th St.  
CINCINNATI, OHIO

## Lumbermen, Attention!

If you own any timber or timber lands.  
If you are contemplating buying or selling any timber or  
timber lands.  
If you want your stumpage accurately estimated.  
If you want an exact survey or map of your property.  
If you want advice in any logging or lumbering proposition.  
Write to us and find out what we can do for you.  
We send thoroughly reliable and practical engineers to all  
parts of the country, and guarantee quick and accurate work.

**C. A. Schenck & Co.** BILTMORE,  
NORTH CAROLINA  
Consulting Forest Engineers

## Timber Opportunities

INVESTIGATE the Hardwood Lumber opportunities in Virginia West  
Virginia and North Carolina. The territory tributary to the



offer exceptional openings for the manufacturer of Pine, Gum, Oak, Pop-  
lar and other soft and hardwood lumber, excellent shipping facilities and  
equipment for them and for Wooden Ware, Crates, Baskets, Box Shooks and  
other material. Write today for further information to

**F. H. LaBAUME, Agr'l and Ind'l Agent**  
Dept. LI, ROANOKE, VA.

**WM. H. & G. S. STEWART**

Buy and Sell

**OAK, ASH, POPLAR, BASSWOOD, CHEST-  
NUT, WALNUT AND YELLOW PINE.**  
Can furnish stock cut to special order. We invite correspondence.

Main Office: - - MERCANTILE LIBRARY BUILDING.



WE BUY AND WE SELL

**Cypress-Red Gum-Oak**

Quick Mixed Car Shipments from Cincinnati.  
Rough or Dressed. Air or Kiln Dried.

**THE FARRIN-KORN LUMBER CO.**

Purchasing Department,  
MEMPHIS, TENN.

Planing Mills, Kilns, Yards,  
CINCINNATI, OHIO

**L. W. RADINA & COMPANY**

Correspondence Solicited with Buyers and Sellers of All Kinds of

**HARDWOODS**

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades,  
especially 1 1/2-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE

**WANTED OAK, ASH, CHERRY and  
other HARDWOODS**

**PAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE**

**LELAND G. BANNING**

OFFICE: 5th and Main  
:: :: CINCINNATI

Poplar, Oak,  
Ash, Chestnut,  
Sycamore,

W. Va. Spruce,  
Pine and Elm

**C. Crane & Co.**

We would like to buy  
2,000,000 feet Dry Oak  
2,000,000 feet Dry Poplar  
Mostly heavy stock. Quotations Solicited.

MILLS AND YARDS  
CINCINNATI, O.  
YEARLY CAPACITY  
100,000,000 FT.  
LONG BILL STUFF  
A SPECIALTY

**PLAIN OAK—BASSWOOD**

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

**DUHLMEIER BROS.,**

CINCINNATI, O.

**"ACORN BRAND" OAK  
AND BEECH FLOORING**

The "Aristocrat" of Its Kind.

Made in Nashville, Tenn., the Home of Oak Flooring.

**NASHVILLE HARDWOOD FLOORING COMPANY**

**HARDWOOD TIMBER LANDS FOR SALE**

In tracts of from five hundred to fifty thousand acres, also pine and  
cypress. All original growth, convenient to transportation facilities.  
Sold either in fee or on stumpage basis, at from \$4.00 to \$10.00 per acre,  
depending upon cut, etc. Write for list of specific tracts, stating  
average and kind of timber preferred.

**J. W. WHITE**

GENERAL INDUSTRIAL AGENT, PORTSMOUTH, VA.  
SEABOARD AIR LINE RAILWAY.

# BUFFALO, N. Y., HARDWOOD DEALERS

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST.

## MANUFACTURERS AND DEALERS IN

Ash, White and Brown

Basswood

Birch, Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm, Soft and Rock

Gum, Red and Tupelo

Hickory

Maple, Hard and Soft

Red Oak, Plain and  
Quartered

White Oak, Plain and  
Quartered

Black Walnut

White Wood, Poplar

## I. N. STEWART & BRO.

892 Elk Street,

**Specialties: CHERRY AND OAK.**

## HUGH McLEAN LUMBER CO.

940 Elk Street,

**Specialty: INDIANA WHITE OAK.**

## ANTHONY MILLER,

893 Eagle Street,

**HARDWOODS OF ALL KINDS.**

## TAYLOR & CRATE,

Prudential Building,

**EVERYTHING IN HARDWOODS.**

## SCATCHERD & SON,

Yard, 1055 Seneca Street

Office, 886 Ellicott Square

**HARDWOODS ONLY**

## G. ELIAS & BRO.

955 to 1015 Elk Street,

**Buy and Carry Large Quantities of All Kinds of Hardwoods.**

## STANDARD HARDWOOD LUMBER CO.

1075 Clinton Street,

**OAK, ASH AND CHESTNUT.**

## BUFFALO HARDWOOD LUMBER CO.

940 Seneca Street,

**Specialty: PLAIN AND QUARTERED OAK.**

## EMPIRE LUMBER COMPANY,

OUR QUARTERED OAK IS WIDE, LONG AND OF EVEN COLOR

AWARDED GOLD MEDAL AT WORLD'S FAIR.

## ORSON E. YEAGER,

932 Elk Street,

**Specialties: OAK, ASH AND POPLAR.**



**VAN SANT, KITCHEN & CO.**

=====Old Fashioned=====

**YELLOW POPLAR**

Old Firm=====New Mill=====Correct Grades

5-8 and Wide Stock Specialties.

**ASHLAND, KY.**

Eastern Office: John L. Cochran, 33 East Twenty-Second St., New York City

**YELLOW POPLAR**

Manufacturers

**BAND SAWED  
POPLAR LUMBER**

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares

Specialty, Wide Stock.

**LUMBER CO.**

COAL GROVE, OHIO, U. S. A.

**W.M. RITTER LUMBER CO.**

Main Office: COLUMBUS, OHIO

**YELLOW POPLAR**

White Oak, Basswood, Chestnut, Ash, White Pine and Hemlock

Stock All Band Sawed,  
Square Edged,  
Equalized.

**We Want Your Business**

Dry Kilns, Planing Mills,  
Dressed Stock, Bevel  
Siding, Drop Siding.

# Hardwood Record

Eleventh Year.  
Semi-monthly.

CHICAGO, NOVEMBER 25, 1905.

Subscription \$2.  
Single Copies, 10 Cents.

## CHERRY

C. E. LLOYD, JR.  
Manager Sale

## RIVER

## LUMBER

GROWS IN  
WEST VIRGINIA

Sold by  
Cherry River Boom &  
Lumber Co.  
Offices: Philadelphia, Pa.

## BROWNLEE & COMPANY

DETROIT

MICHIGAN

## THICK MAPLE

Three Inch  
Soft Elm

"The  
"Thick  
"Maple  
"Folks."

All Michigan  
Hardwoods

## The Lumber Mutual Fire Insurance Company

Boston, Massachusetts

### STRENGTH

Net Assets: October 31, 1905,

All Liabilities Deducted—Sec. 1.—Chap. 118.—Mass. Laws.

**\$721,712.50**

### ECONOMY

Dividends to Policy-Holders,

**33  $\frac{1}{3}$  Per Cent**

Mail Expiring Policy with Your Order.

THE DAVIDSON = BENEDICT CO.  
NASHVILLE, : : : TENNESSEE

EVERYTHING IN

### Southern Hardwoods

POPLAR, CHESTNUT, ASH, OAK

(Plain and Quartered) Straight or mixed cuts

DRESSED POPLAR ANY WAY YOU WANT IT.

You get what you want when buying from US. Delivered prices any  
railroad point

THE KENOVA POPLAR MFG. CO.

KENOVA, W. VA.

DRY, SOFT

### YELLOW POPLAR

ROUGH OR DRESSED

POPLAR BEVEL SIDING, MOLDINGS, FINISH, ETC.

Quality of Stock and Mill Work  
the Best.

Prompt shipments  
Be friendly, write us.

# THE FIRST TO PAY

The Rhinelander lumber conflagration occurred on October 4th. The adjustment was completed October 14th. Our drafts were mailed October 14th. The lumber insurance companies and allied reinsuring organizations contributed \$45,500 to the big Wisconsin loss.

LUMBER UNDERWRITERS  
66 Broadway, New York

TOLEDO FIRE & MARINE INS. CO.  
Sandusky, Ohio

LUMBER INSURANCE COMPANY OF NEW YORK  
66 Broadway, New York



SPECIAL DRIVE IN DECEMBER ON

# QUARTERED OAK

We want to move during December 85 cars of Band Sawed Quartered White Oak, as follows :

20 Cars 1sts and 2nds	} Ten Months on Sticks Band Sawed Trimmed and Equalized
30 Cars No. 1 Common	
35 Cars No. 2 Common	

Part Ohio stock, part Kentucky stock.

We are going to move this stock by putting a PRICE on it that will  
MOVE IT—ASTONISH YOU—and require a microscope to  
find our profit. GET BUSY. Write, wire or 'phone us.

NATIONAL GRADING RULES

## THE BARR & MILLS CO.

FLAT IRON BUILDING, NEW YORK

MASONIC TEMPLE BLDG., ZANESVILLE, OHIO

### Briggs & Cooper Company, Ltd.

MANUFACTURERS

#### NORTHERN SOUTHERN HARDWOODS

WRITE US FOR PRICES ON

1 1/4 to 12 1/4 No. 1 common and better Michigan Soft Grey Elm	1,000,000 feet
1 1/4 to 12 1/4 Winter Sawed Michigan Basswood	325,000 feet
1 1/4 to 24 1/4 Michigan Hard Maple, seasoned or sawed to order	3,000,000 feet
1 1/4 to 24 1/4 Selected End Dried White Maple	150,000 feet
1 1/4 to 24 1/4 Brown and White Ash	250,000 feet
1 1/4 Some thicker, Plain Red and White Oak	200,000 feet
1 1/4, some thicker, Quartered Red and White Oak	280,000 feet

YARDS AT

SAGINAW, CHICAGO AND MEMPHIS

### Ornamental Hardwood Floors

400 STYLES AND PATTERNS

Illustrated Catalog on Application

### WOOD-MOSAIC FLOORING CO.

Rochester, N. Y.

New Albany, Ind.

### DRY LUMBER

At  
Our

<b>QUARTERED WHITE OAK.</b>	8,000 ft. 6/4 firsts & seconds.
75,000 ft. 4/4 firsts & seconds.	5,000 ft. 8/4 firsts & seconds.
18,000 ft. 5/4 firsts & seconds.	38,000 ft. 4/4 No. 1 common.
15,000 ft. 6/4 firsts & seconds.	12,000 ft. 5/4 No. 1 common.
13,000 ft. 8/4 firsts & seconds.	7,000 ft. 6/4 No. 1 common.
30,000 ft. 2 1/2 and 3 in. firsts and seconds.	3,000 ft. 8/4 No. 1 common.
150,000 ft. 4/4 No. 1 common.	<b>PLAIN WHITE OAK.</b>
20,000 ft. 5/4 No. 1 common.	80,000 ft. 4/4 firsts & seconds.
40,000 ft. 6/4 No. 1 common.	7,500 ft. 5/4 firsts & seconds.
22,000 ft. 8/4 No. 1 common.	9,000 ft. 6/4 firsts & seconds.
20,000 ft. 2 1/2 and 3 in. No. 1 common.	22,000 ft. 8/4 firsts & seconds.
12,000 ft. 4/4 cull.	8,000 ft. 10/4 firsts & seconds.
<b>QUARTERED RED OAK.</b>	16,000 ft. 12/4 firsts & seconds.
14,000 ft. 4/4 firsts & seconds.	127,000 ft. 4/4 No. 1 common.
18,000 ft. 5/4 firsts & seconds.	20,000 ft. 5/4 No. 1 common.
	30,000 ft. 6/4 No. 1 common.
	50,000 ft. 8/4 No. 1 common.
	8,500 ft. 10/4 No. 1 common.
	12,000 ft. 12/4 No. 1 common.

Your Inquiries Would Be  
Appreciated.

W. P. BROWN & SONS LUMBER CO.

### Louisville Yards

Prompt  
Delivery

<b>CHERRY.</b>	4,000 ft. 10/4 firsts & seconds.
1 car Log Run.	50,000 ft. 4/4 common.
<b>PLAIN RED OAK.</b>	2,000 ft. 5/4 common.
47,000 ft. 4/4 firsts & seconds.	20,000 ft. 6/4 common.
5,000 ft. 5/4 firsts & seconds.	15,000 ft. 8/4 common.
9,000 ft. 6/4 firsts & seconds.	<b>POPLAR.</b>
17,000 ft. 8/4 firsts & seconds.	60,000 ft. 4/4 firsts & seconds.
31,000 ft. 4/4 No. 1 common.	42,000 ft. 5/4 firsts & seconds.
24,000 ft. 5/4 No. 1 common.	17,000 ft. 6/4 firsts & seconds.
14,000 ft. 6/4 No. 1 common.	58,000 ft. 8/4 firsts & seconds.
20,000 ft. 8/4 No. 1 common.	3,000 ft. 10/4 firsts & seconds.
<b>ASH.</b>	17,000 ft. 12/4 firsts & seconds.
1 car 4/4 firsts & seconds.	6,000 ft. 16/4 firsts & seconds.
3,000 ft. 5/4 firsts & seconds.	90,000 ft. 4/4 No. 1 common.
15,000 ft. 6/4 firsts & seconds.	20,000 ft. 5/4 No. 1 common.
20,000 ft. 8/4 firsts & seconds.	18,000 ft. 6/4 No. 1 common.
7,000 ft. 10/4 firsts & seconds.	31,000 ft. 8/4 No. 1 common.
7,000 ft. 12/4 firsts & seconds.	12,000 ft. 10/4 No. 1 common.
	8,000 ft. 12/4 No. 1 common.

ALL THICKNESSES IN CULL POPLAR, ASH, CHESTNUT

WHOLESALE HARDWOODS  
LOUISVILLE, KY.

# CADILLAC

CELEBRATED FOR HIGH STANDARD  
OF QUALITY AND MILL WORK.

## Southern Michigan Hardwoods

### Basswood

4 4 1st and 2nd Clear  
No. 1 Common  
No. 2 Common

### Beech

8 4 No. 2 Common and Better (guaranteed 50 per cent. 1st and 2nd Clear.)

### Gray Elm

4 4 1st and 2nd Clear  
No. 1 Common  
No. 2 Common  
No. 3 Common  
6 4, 8 4 and 12 4 1st and 2nd Clear

### Maple

6 4, 8 4, 12 4 and 16 4 1st and 2nd Clear

### Selected End Dried White Maple

4 4, 5 4, 6 4 and 8 4 practically all 1st Clear.

If you are looking for first-class stock, the above will surely please you.

### Maple and Beech Flooring

The BEST manufactured

Your inquiries will have immediate attention  
Address:

## Mitchell Brothers Company

## MURPHY & DIGGINS

Offer all grades of the following special dry stock for October:

MAPLE 5 4, 6 4, 8 4, 10 4, 12 4, 14 4, 16 4  
GRAY ELM 4 4, 12 4  
BASSWOOD 4 4  
BIRCH 5 4, 6 4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co.

. . . Band Sawn . . .  
Michigan Hardwoods

5,200 feet 4 4 Birds Eye Maple.

50,000 feet 5 4 Maple No. 2 Common and Better.

30,000 feet 6 4 Maple No. 2 Common and Better.

150,000 feet 1 4 No. 3 Hemlock 10' to 16'

125,000 feet 4 4 Nos. 1 and 2 Hemlock 10' to 16'.

## Cummer, Diggins & Co.

MANUFACTURERS  
"CUMMER" MAPLE  
AND BEECH FLOORING

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## Story of the Maple

Told in his inimitable way by Henry H. Gibson, editor of HARDWOOD RECORD. No one is better prepared than he to tell the story, and no one could tell it more entertainingly and at the same time impart so much valuable information. We have just published the second edition of

## GIBSON'S FLOOR TALKS

and we want everyone to have a copy.

Of course we are benefited because the Talks describe the Magnificent Maple Timber in our forests. They also give the reason why "Electric" flooring is reliably good.

Be Friendly

Send for it



**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**





# MEMPHIS

THE HUB  
OF THE  
HARDWOOD WORLD

F. W. GILCHRIST, President  
W. A. GILCHRIST, Vice President  
W. E. SMITH, Sec'y and Treasurer

## W. E. SMITH LUMBER CO.

Manufacturers of  
**HARDWOOD LUMBER**

Mills, Tennessee, Arkansas, Mississippi  
Distributing Yards, Cairo, Illinois  
General Office, Tennessee Trust Bldg.

MISSISSIPPI VALLEY COTTONWOOD

F. W. GILCHRIST, Pres. W. A. GILCHRIST, Vice-Pres.  
W. E. SMITH, Sec'y and Treas.

## Three States Lumber Co.

MANUFACTURERS OF

Mills:  
Missouri  
Arkansas  
Tennessee

**Hardwood Lumber  
Cottonwood and Gum**

Office  
Tennessee  
Trust  
Building

GET OUR PRICES, TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

COTTONWOOD GUM

## WE PLEASE PARTICULAR PEOPLE

OUR SPECIALTY IS

**Quartered Oak, Both White and Red**

WE ALSO HANDLE

**Plain White and Red Oak, Ash and Gum**

SPECIAL ITEMS

12000 ft. 1 1/4 x 10 in. and Wider Choice Quartered White Oak

11000 ft. 1 x 10 in. and Wider Choice Quartered Red Oak

**Thompson & McClure**

## BLANTON-THURMAN CO. MEMPHIS TENNESSEE

**"The Yellow  
Cypress People"**

The kind that cuts up best, works easily and finishes elaborately.

## GOOD LAND CYPRESS COMPANY

NEW ORLEANS, LOUISIANA.

MANUFACTURERS OF

**CYPRESS LUMBER**

**WE** have in all thicknesses and sizes the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

### MEMPHIS YARD

Ash .....	1,036,300 feet
Quartered White Oak...	48,500 "
Plain White Oak.....	111,000 "
Quartered Red Oak.....	183,200 "
Plain Red Oak.....	82,500 "
Cypress .....	498,000 "
Cottonwood.....	240,000 "
Poplar .....	359,500 "

### SELMA YARD

Poplar .....	598,500 feet
Bay Poplar.....	545,500 "
Red Gum ..	38,200 "
Cypress .....	420,500 "

### BERCLAIR YARD

Cypress .....	350,000 feet
---------------	--------------

### DELL YARD

Plain Red Oak .....	350,000 feet
---------------------	--------------

# J. W. Thompson Lumber Co.

Office and Yards: Randolph Road and I. C. R. R.

MEMPHIS, TENN.

**"DEFIANCE" WOOD-WORKING MACHINERY**

COMPLETE EQUIPMENTS OF

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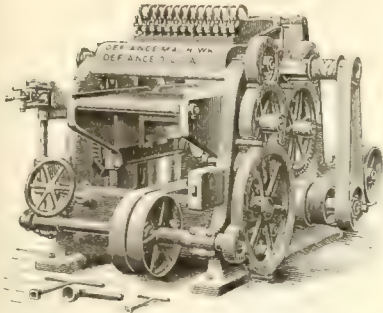
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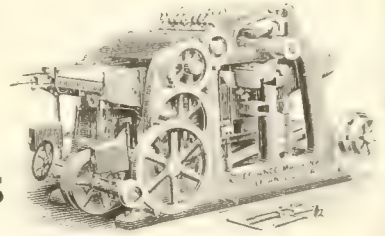
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Rough, Dressed, Resawed and Worked.

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We are in the Market for POPLAR, PLAIN OAK, CYPRESS and NORTH CAROLINA PINE LUMBER; also OAK, MAPLE and BIRCH FLOORING, and would appreciate correspondence from manufacturers in position to supply any of the stock named.

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We have the largest and most complete  
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## **WALNUT LUMBER AND LOGS**

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CHICAGO YARD—DRY STOCK ON HAND

1,000,000 feet 1 inch to 3 inch ..... Birch  
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 200,000 feet 3 inch ..... Soft Elm  
 300,000 feet ..... Quartered White Oak  
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 Besides Gum, Maple, Hickory, Ash and Other Hardwoods.

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== "THERE IS NONE BETTER" ==



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## THE "FINEST" MAPLE FLOORING

## W. D. YOUNG & CO.

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Producers from TREE to TRADE of the highest type of Michigan Forest Products. Large stock of Maple Flooring and 15,000,000 feet of Hardwoods—1 to 4 inches thick—on hand.

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 WELLS, DELTA COUNTY, MICHIGAN

We own an extensive hardwood forest area, railroads, sawmills and the largest and best equipped flooring factory in the world. Let us make you quotations

## NOVEMBER STOCK LIST

MAPLE		BIRCH		BASSWOOD	
1 1/4 in.	2,000,000 ft.	1 in.	500,000 ft.	1 in.	300,000 ft.
1 1/2 "	100,000 "	1 1/2 "	100,000 "	1 1/4 "	30,000 "
2 "	100,000 "	2 "	100,000 "	1 1/2 "	50,000 "
2 1/2 "	1,000,000 "	2 1/2 "	50,000 "	2 "	75,000 "
3 "	200,000 "	3 "	75,000 "	3 "	4,000 "
3 1/2 "	500,000 "	ROCK ELM		GRAY ELM	
4 "	400,000 "	2 in.	25,000 ft.	1 in.	300,000 ft.
BEECH		2 1/4 "	50,000 "	1 1/2 "	200,000 "
1 in.	500,000 ft.	WHITE MAPLE		ASH	
1 1/4 "	250,000 "	End Piled			
1 1/2 "	400,000 "	1 in.	100,000 ft.		
2 "	100,000 "	1 1/2 "	20,000 "		
2 1/2 "	200,000 "	2 "	50,000 "	1 in.	500,000 ft.

KELLEY LUMBER & SHINGLE CO., Traverse City, Mich.

INCORPORATED 1902.

## The Michigan Maple Company

WHOLESALE

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# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring,

Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXI.

CHICAGO, NOVEMBER 25, 1905.

No. 3.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

FRANK W. TUTTLE, Sec.-Treas.

### OFFICES

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephones: Harrison 4960 Automatic 5659

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### General Market Conditions.

The hardwood market the country over remains very strong. Ten people are looking for stock, notably in oak, where there is one institution offering it for sale. Undeniably the first of January will see less hardwood lumber in first hands than ever before known.

While plain-sawed oak, both red and white, is remarkably scarce, there is no surplus of quartered stock. Black ash and rock elm are practically out of the market, and white ash and hickory are almost as scarce. Maple, birch and basswood are showing a marked improvement every day. The volume of business is increasing and prices are strengthening. The coarse end of poplar and cottonwood has shown decided improvement during the past month, and very few manufacturers now have any unsold surplus.

The wood that is making the greatest strides in breadth of distribution this year is red gum. People in the manufacturing consuming trade have just begun to realize the value of this wood. The increased appreciation with which gum is being held by consumers can be credited very largely to the improved methods of manufacture and seasoning that experience has taught manufacturers are necessary to turn out the stock in a merchantable and satisfactory shape. There is every reason to believe that succeeding years will show an increasing demand for gum, and that the price of this wood will advance by leaps and bounds for some time to come. It would not be surprising if red gum values, notably in firsts and seconds, passed cypress within the next five years.

The hardwood flooring people who are producing maple, oak, birch and beech flooring are still all extremely busy. Every factory is working on full time and at full capacity, and very few are able to keep up with orders.

Veneer manufacturers, especially those producing panel stock and material that is utilized in other ways in furniture making, carriage and automobile building, are also very busy. A good many plants are running overtime.

There is an improved call for car oak, and a manifestly increased demand for wagon and agricultural implement dimension stock. Generally speaking, the small dimension stock for furniture and

chair work is ranging pretty low in price, but all that is offered is finding a ready sale.

### The New Hardwood Dimension Association.

There was born at Chicago on Tuesday, Nov. 21, a hardwood dimension stock association. At this meeting a mighty good start was made toward a permanent and valuable association of reciprocal benefit to the hardwood dimension industry. The character of the people interested in this movement, the earnestness of their endeavor and the common-sense which prevailed in the deliberations, looking toward a thorough understanding of the necessities of the trade, constitute positive assurance that the new association is going to be a distinct success and result in inestimable good in thoroughly commercializing this phase of the hardwood industry, which is now very largely deficient in legitimate commercial qualities.

A perusal of the proceedings of this meeting, which will be found in this issue of the HARDWOOD RECORD, is well worth the time of every individual producing wagon and agricultural implement material, furniture stock, chair dimension, handle material, or any of the other infinity of small stock that goes to make up the hardwood dimension business. Such a perusal will constitute a good start toward an understanding of the deficiencies of this calling, and will explain more fully than columns of editorial the urgent needs of this branch of the trade.

While this meeting was only preliminary and simply for the purpose of exchanging experiences and ideas on the subject of dimension work, a vast amount of information was acquired which will assist materially in shaping just deliberation at the next meeting of the association, which will be called by President E. L. Davis the latter part of January or the first of February, probably at Cincinnati. At this time a constitution and by-laws will be adopted, permanent officers for the ensuing year will be elected and competent committees will be set at work to thoroughly analyze and recommend methods of manufacture, standard sizes, just grades and just values.

It is also more than likely that it will be decided to employ a competent inspector of dimension stock, whose duties shall be to travel from plant to plant and educate every member of the association into correct methods of manufacture and grading. There is no movement today before the hardwood manufacturers of the United States that promises a higher result for the benefit of the trade than this association.

During the proceedings it was forcibly brought out that the current difference in range of values on dimension stock shows an average of more than \$10 a thousand, in some instances running as high as \$23 a thousand, on the same class of material. It was alleged that the future success of the hardwood industry, notably south of the Ohio river, lies in plans being promulgated whereby the coarse end of the forest product can be utilized in the form of dimension stock at a profit. It was presaged that otherwise hardwood manufacturers of the South can scarcely hope to achieve permanent commercial success.

### Notice to Manufacturers of Hardwood Dimension.

President E. L. Davis of the newly organized Hardwood Dimension Association requests that every manufacturer of wagon, carriage, agricultural implement, furniture, chair, handle and other dimension



stock forward his address to Henry H. Gibson, editor of the *HARDWOOD RECORD*, 305 Dearborn St., Chicago, that the list of names may be edited and classified. Information pertaining to the future work of the association will be furnished to all interested. The coöperation of all manufacturers of these classes of material in the work being undertaken by the association is earnestly solicited. In forwarding these communications manufacturers are requested not only to supply their own names and addresses, but those of other manufacturers of dimension material with whom they are acquainted. It is the desire of President Davis that a complete list of manufacturers of dimension stock be collated, that every one in the trade may receive the benefit of the work of the association, and that every one shall have an opportunity to participate and coöperate in the undertaking.

It is further requested that in forwarding these addresses, concerns outline specifically the kinds of wood they cut into dimension stock, and the variety of material which they manufacture. If manufacturers of dimension stock will interest themselves in this movement and will take pains to communicate this information they will not only be doing themselves a manifest service, but will contribute much to the general good of the hardwood dimension business.

### High Lumber Prices vs. Profits.

Singular as it may seem, a range of high lumber values by no means presages that manufacturers are making unusual or even ordinary profits out of the manufacture of lumber. It must be recalled that within the last eighteen months hardwood stumpage values have advanced by leaps and bounds, and that even \$30 an acre for timber that will not show a stand of over 8,000 feet is not unusual. In the high-class oak country of Indiana and some parts of Ohio, values on small lots are running from \$15 to well toward \$30 a thousand log scale. Hardwood timber of scattering growth in the South, that even two or three years ago could be bought for \$1.50 to \$3 an acre has risen from \$4.50 to even more than \$10. Wisconsin mixed hardwood and hemlock lands, which a few years ago could be bought for from \$5 to \$6 an acre, are now being held at from \$12 to \$18.

Again, it must be borne in mind that labor, rails, sawmill and planing mill machinery, food supplies, and every item that figures in the cost of producing lumber, have advanced more than ten per cent in the last eighteen months. The last advance on material of the sort noted is that of leather belting, which has had a boost, which promises to be permanent, of ten per cent.

It is therefore safe to say that, notwithstanding the comparatively high range of values that has been received for lumber during 1905, the average manufacturer has not made as much money per thousand feet of output by a good deal as he has in former years. The proposition is getting closer and closer year by year, and it behooves every manufacturer to study both forest and manufacturing economies if he would make any considerable sum of money out of the hardwood manufacturing business.

The hardwood jobber is also finding his profits whittled closer and closer year by year, and it is becoming a serious problem with him how to buy lumber and pay the cost of handling and selling, and make a reasonable profit for his investment and time. While consumers are constantly growling about the increase in lumber prices, they still have decidedly the best end of the proposition. They are buying lumber at a relative price, as compared with other materials, that in view of its value is decidedly and illogically cheap.

### Red Gum as a Substitute for Hickory.

The present active inquiry for hickory stock for vehicle and kindred work serves to again forcefully remind the trade that the supply of good hickory is decidedly limited as compared with the requirements. The question arises, what is to be done a few years hence, when hickory has become still scarcer and trade demands have been further extended?

At the St. Louis Fair last year the government forestry department made quite a feature of displaying red gum as a possible substitute for hickory in vehicle woodstock work. Numerous samples were shown of bent shafts and other carriage work, made of red gum, and a number of comparative tests of strength were given which were

indicative that the chances are favorable for red gum to be used as a substitute for hickory, at least in the manufacture of the cheaper grades of vehicles. Just how far this idea has been developed or made use of by the trade is more a matter of conjecture than actual knowledge at this writing. It is undeniably true that the government display awakened considerable interest in the use of red gum for the purposes outlined, and the *RECORD* would be glad to be informed of the result of further experiments along this line.

One thing is certain, that some material other than hickory will needs have to be substituted to a large extent in certain lines of work, and whether this other material is to be largely metal or largely wood depends considerably on whether red gum proves to be a valuable substitute.

On account of the relatively large quantity of gum as compared to other hardwoods growing in the United States, it seems that a thorough experimentation with it as a substitute for hickory, rock elm, ash and quite a number of other woods of limited supply should be well worth the effort of every vehicle manufacturer, and the subject should be of paramount interest to gum stumpage owners.

### What Is Worrying the Refrigerator Manufacturers.

Black ash has been the standard material for a good many years for the making of refrigerators. It is a wood that seems to stand up under the alternate dryness and dampness to which the case-work of the refrigerator is subjected better than any other wood of equal cost. Therefore, it is with alarm that refrigerator manufacturers find that black ash is so nearly exhausted from the northern forests as to render it extremely scarce and the price has reached an altitude that makes its use for this purpose almost prohibitive.

Refrigerators are a line of goods that have been produced for the past few years, owing to overproduction, at a price that was extremely close. In addition to the high price and scarcity of ash, refrigerator people find that they are obliged to figure against a considerably higher wage scale than formerly, also the price of zinc, porcelain and trimmings has advanced materially, and they therefore face a necessity of either very greatly increasing their price or sustaining a loss.

It is more than likely that some other wood will very promptly be substituted for black ash in refrigerator making. The success which producers of kitchen cabinets have met in the utilization of red gum will probably lead quite a number of refrigerator manufacturers to attempt to utilize this material. A kitchen cabinet is subjected to extreme heat from the cooking range, extreme moisture from the steam in the kitchen or usually adjacent laundry, and if gum will stand up for furniture such as first-class kitchen cabinets, it certainly can be utilized in the manufacture of refrigerators. When finished in natural color it certainly will have all the beauty that is possessed by black ash. However, it is doubtful if refrigerators will ever be put on the market at as low a price as they have been in the past.

### Status of the Machinery Business.

Good times always reflect to the advantage of manufacturers of sawmill and woodworking machinery. When the lumber business is dull, when prices are low, manufacturers neither build new mills nor install new machinery in their old plants, but get along somehow or anyhow with the old tools. However, just so soon as demand strengthens and prices rise does the progressive spirit of the lumberman insist that he shall have a new machinery equipment of the very latest type, figuring that the economy in cost of production will more than make up for the initial cost.

Today every manufacturer of sawmill and woodworking machinery in the country is busy. Producers of power plants ordinarily are months behind their orders and in many cases orders placed last spring for sawmill equipment are not yet executed. The builders of planing mill, door factory, flooring and veneer machinery are also behind in their orders and a good many will have to be carried over until the first of the year as the facilities of the plants are not equal to the demand. At least a half dozen of the larger sawmill and woodworking machinery plants are now building large and substantial additions to their factories and soon hope to be in shape to meet the full demands made upon them.



## Pert, Pertinent and Impertinent.

### His Only Love.

I hold in my hand a picture  
The face of a woman fair  
With eyes as bright as the noon sun's light  
And glossy and wavy hair  
A hand sits on the perfect brow  
The dark waving locks to bind.  
A wreath caresses the lovely tresses  
And through them is intertwined.

But, ah! 'tis a soulless picture  
Cold as a stone it seems  
A face of the dead like one in his bed  
At midnight sees in his dreams  
Though cold it may be and cruel  
Heartless and haughty and vain  
I love it no less, and tenderly press  
And kiss it again and again.

Fair one, we must part forever:  
Oh, life will be dark to me;  
I shall long and pine when that face of thine  
Far, far from my sight shall be.  
Good bye, dear! Ah, feel you not love  
On thy cheek my tears so hot?  
Pray, don't think me fickle—it's only a nickel  
I'm going to drop in the slot!

## THE HARDWOOD MAN AND THE LUMBER TARIFF.

**Early and Prompt.**  
"Early settlers" are those who pay promptly the first of each month.

**Why Should She?**  
The average woman takes little stock in the wisdom of Solomon; she has heard that he had seven hundred wives.

**Quite True.**  
It takes more than membership in a good lumber association to make some lumbermen honest.

**Right.**  
Any man talks too freely when he does not know thoroughly what he is talking about.

**Echoes.**  
Many a man thinks he is thinking when he is merely rehearsing thoughts of others.

**Few Indeed.**  
Few men would work if there were any other honorable way of getting board and clothes.

**Sad to Relate.**  
Modest men are always popular, yet egotists continue to increase and multiply.

**Belief.**  
Successful men believe in opportunity, backed up by their own efforts.

**Not Much!**  
Every man knows a sure cure for a cold that he wouldn't try on himself in a million years.

**Excess of Zeal.**  
Enthusiasm always starts off well, but too often it springs a leak.

**Sure Thing.**  
The boy who would rather hold down his job bundling lath than go to a circus never will amount to much.

**Quite a Job.**  
It keeps a hypocrite busy trying to convince himself that he is honest.

**Restful.**  
Russell Sage's idea seems to be that the proper person with whom to take a vacation is the undertaker.

**Bear It in Mind.**  
Never hit a man when he is down—perhaps he has friends around the corner.

**Too Numerous.**  
There are too many men who would rather have a steady job than steady work.

**True Enough.**  
It's easy for a man to keep his temper if he hasn't any.

**Easy.**  
If a man has money to burn he can easily find some unsuccessful lumberman who will let him in on a good thing.

**Particular About Some Things.**  
A man will trust his wife with the care of his children and his money, but not with his prize chickens.

**A Diplomat.**  
It is only the born diplomat who can disguise the interest he feels in himself.

**The Way.**  
A diplomat is a man who gets what he wants by pretending not to want it.

**More Coming to Them.**  
Some lumbermen get less than they deserve in the way of kicks.

**Serves Her Right.**  
The woman who knows how to manage a husband never had one—and probably never will.



**The Monkey:** "Don't you have the same advantage under the \$2.00 protective tariff that I do? Isn't your oak, poplar and gum protected?"  
**The Cat:** "But I have all the oak, poplar and gum that grows on earth, and the protection I am supposed to get is all moonshine."  
**The Monkey:** "The extra cost of this mutual protection game on your steel rails, machinery and belts is only about 10 per cent. Be a good fellow and go on pulling the chestnuts out of the fire for me."



# AMERICAN FOREST TREES.

## TWENTY-SECOND PAPER.

### Ironwood.

*Ostrya Florida* or *Floridana* Wild.  
Ironwood, the most general name for this tree, although it is also known as hop hornbeam and leverwood, is found in the valleys of the St. Lawrence river, throughout Nova Scotia and Ottawa, along the northern shore of lake Huron to northern Minnesota, south through the northern states and along the Alleghany mountains to the Chattahoochee region of western Florida; through eastern Iowa, southeastern Missouri and Arkansas, eastern Kansas, Indian Territory and the Trinity river region of Texas.

The name ironwood is applied to the tree in Rhode Island, New York, New Jersey, Pennsylvania, Delaware, North Carolina, South Carolina, Alabama, Texas, Arkansas, Ohio, Illinois, Indiana, Wisconsin, Minnesota, South Dakota, Iowa, Michigan, Nebraska and Ontario. It is known as hop hornbeam in Vermont, Rhode Island, Massachusetts, New York, New Jersey, Pennsylvania, Delaware, North Carolina, South Carolina, Alabama, Texas, Arkansas, Ohio, Illinois, Indiana, Wisconsin, Minnesota, Kansas, Nebraska and South Dakota; as hornbeam in Rhode Island, New York, Florida, South Carolina, and Louisiana. It is called leverwood in Vermont, Massachusetts, Rhode Island, New York, Pennsylvania, and Kansas. In Vermont it is sometimes called hardhack and in England, stonewood. This is undoubtedly the tree to which the Indians referred as O-tan-tahr-te-weh, "lean tree."

The leaves of ironwood are simple and alternate; they taper to a sharp point at the end, while the base is rounded. They are doubly and sharply serrate. In color they are dark green above, and lighter below, tufted in places, resembling birch leaves in some respects, although they are quite different in texture, the leaves of birch being glossy, while those of ironwood are rough. They are joined to the twig with a short stem, hardly a fourth of an inch in length.

The branchlets are brownish-purple in color, dotted with grey, and shiny.

The flowers grow in long catkins, staminate ones sometimes more than two inches long, covered with fringed scales. The pistillate catkins are usually shorter. Ironwood blooms in April and May and its fruit ripens in August and September. It bears a strong resemblance to the hop, hence the

name hop hornbeam. The tiny nuts are flat. The fruit cluster is green in color, and grows in drooping hop-like strobiles, with scales or sacs, which have tiny bristles at the base.

The bark of the ironwood tree is finely furrowed longitudinally, the furrows not extending unbroken for a distance of more

the wood, but much less so in a solid piece.

The grain is very fine though open, and the surface of the wood is dull. Ironwood has neither smell nor taste. It burns well, the embers glowing brightly in still air. The weight of a cubic foot of seasoned wood is fifty-one pounds. It is strong, hard, heavy, tough, and exceedingly durable when exposed to variable weather, or when in contact with the soil. It takes a beautiful polish. Trees more than a foot in diameter are often found to be hollow.

In general appearance the tree is small, from four to thirteen inches in diameter, rarely reaching a height of more than thirty-five feet. The branches are light and slender, giving it a fragile, graceful appearance. It thrives best on dry hillsides and knolls, and in gravel, reaching its greatest development in southern Arkansas.

The half-tone illustrating the forest growth of ironwood presented with this article is by no means typical. The majority of trees are from four to eight inches in diameter. The specimen herewith pictured is undeniably a freak growth, as it is two feet eight and a half inches in diameter at the stump line, and forty feet to the first limb. It grew on property belonging to the Longfellow & Skillman Lumber Company of Grand Rapids, in Emmet county, Michigan. So far as the writer knows, it is the largest ironwood tree ever pictured.

From the small size and limited quantity of ironwood growth, it will never come into commercial prominence. Its uses are almost entirely local and domestic. The lumberman or the farmer selects an ironwood sapling as being the best material obtainable for making a wagon or sleigh tongue, a skid, or a lever. The farmer often laboriously works a section of the flint-like wood into minor agricultural implements, and it is especially esteemed for handles and rake teeth.

The foremost manufacturer of logging wheels, who has made big wheels for more than a quarter of a century at Manistee, Mich., discovered many years ago that the most durable wood which he can employ for the manufacture of these vehicles is ironwood saplings, and he regularly has the loggers up the Manistee river, get out for him enough of these poles to supply his season's needs in the manufacture of big wheels.



REMARKABLE SPECIMEN OF IRONWOOD FOREST GROWTH, EMMET COUNTY, MICHIGAN.

than four times. It is sandy, and loosely adheres to the trunk. In color it is a peculiar greyish-brown.

The heartwood is reddish brown, sometimes white or pinkish. The sapwood is sharply defined from the heart, and is lighter in color, often white. The rays are numerous, and brown in color. The rings are very distinct in a transparent section of







CAPT. ELTON A. SMITH  
SMITHVILLE, N. J.

Other representative uses of the wood are making cogs for mill wheels, mallets, axe



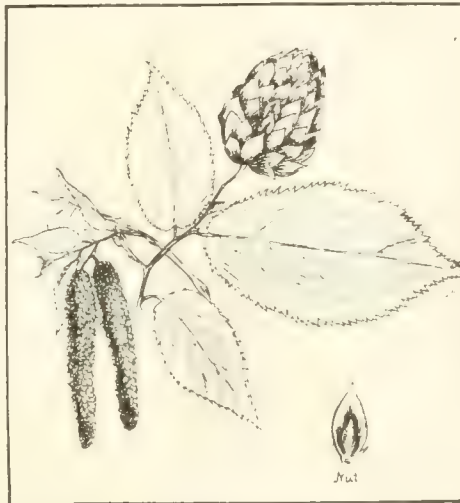
PRINT OF IRONWOOD LEAF, ACTUAL SIZE.

handles, cart pins, fence posts and wedges.

Alice Lounsberry, in her Guide to the Trees, says:

"Those that see this tree usually stop awhile and carefully regard its birch-like leaves and its swinging clusters of yellow-

tinted fruit. Both are very beautiful, but hardly more so than are its flower clusters when they begin to lengthen in the early spring. It is said that the furrows on the bark of this tree are finer than those of any other with a rough bark, and that as it grows older, this feature becomes more pronounced. It contains considerable tannin. The tree is very shapely and generally small. It is not common. For this reason its wood, which is hard and strong and receives a high polish, has not the commercial value to which it would be entitled if it could be procured in larger quantities. All living in and about New York have an opportunity to study the tree, as it has been most abundantly planted in Central Park."



FOLIAGE, FLOWERS AND FRUIT OF IRONWOOD.

adopted the most advanced and progressive methods of manufacture, added to his force of experienced inventors and draughtsmen, increased his sales force, established branch stores and agencies, and by the very strength of his vigorous character forced a monumental success out of the enterprise.

While Capt. Smith and his charming family during the winter season reside in the great Smithville mansion, the home that he really loves is that of his birth, Woodstock, Vt., which is his summer place of residence. Ten miles from his summer country seat, Capt. Smith owns a large farm in the Barnard Hills, known as Cloudland, in the heights of the Green mountains. On this farm he raises dairy cattle, Southdown mutton for the Boston market, and produces large quantities of maple sugar. While this farm affords a means of recreation, it is handled as a business proposition. Capt. Smith has that rare faculty of selecting capable managers for every department of his various enterprises, who are able to carry out his plans to a successful issue.

Personally Elton A. Smith is a big, bluff man, who greets you with a hearty grasp of the hand that is unmistakably sincere, and you are at once taken into his confidence. Five minutes' contact with him leads you to believe that you have known him half your life. He is the personification of good nature, is loyal to his friends, generous to a fault, extremely hospitable, and from first to last is a man thoroughly worth while. It is with no ordinary degree of pleasure that the HARDWOOD RECORD has the privilege of presenting the portrait and this brief sketch of Capt. Smith.

## Makers of Machinery History.

### NUMBER IV.

#### Capt. Elton A. Smith.

*(See Portrait Supplement)*

The portrait supplement accompanying this issue of the HARDWOOD RECORD is that of Capt. Elton A. Smith—"Smith of Smithville." He is president of the great H. B. Smith Machine Company, and the presiding genius of the institution.

Capt. Smith, who is just past the meridian of life, was born at Woodstock, Vt. As a boy it is recorded that the prosaic life of the artisan or mechanic had no charms for him, and at the age of sixteen, while on a visit to his father's woodworking machinery plant at Smithville, he deliberately pulled up stakes and ran away. He shipped as a sailor on a schooner lying in the Delaware, only a few miles from Smithville, which was south bound on a coasting trip. The sea possessed a boundless fascination for him, and his advancement was rapid. In a very short time he was made mate of a vessel and soon afterward captain. The lessons in discipline here required, left their stamp upon his character, and have contributed largely to the success that has always followed his commercial enterprises. He eventually drifted to the port of Savannah, Ga., where

he entered the stevedore business. He augmented this work with the lighterage business, and in these two undertakings laid the foundation of a large fortune, which had reached such generous proportions, even before the death of his father, that he retired from active business life.

After the death of his father, H. B. Smith, and the settlement of the large estate, the captain acquired a controlling interest in the stock of the H. B. Smith Machine Company. With characteristic modesty he selected William S. Kelley, who had been brought up with the institution, as its president, acting as vice president himself, and it was not until some years later, when he had the affairs of the, to him, new trade reasonably well in hand, that he became president of the company.

Capt. Smith is essentially a self-made man, and he is proud to be thus known. The fact that he was the son of a rich man has never in the slightest degree been a detriment to his ambition or to his success as a business man. Since he became the ruling spirit of the H. B. Smith Machine Company, his energy has been infused into every department of the work. He immediately

#### Allowance for Weight of Car Stakes.

George K. Smith, secretary of the National Lumber Manufacturers' Association of St. Louis, advises that, as a result of the work of the committee on transportation of this association, which has given the matter of allowances for weight of car stakes a good deal of attention during the year and has done some vigorous work with the railroads, the association is in receipt of the following circular from the chairman of the Central Freight Association, which actually places in force an allowance for weights of standards used for lumber shipments:

"Central Freight Association, Chicago, Oct. 31, 1905.—Roads interested individually advise that, taking effect November 6, 1905, on carload shipments of lumber originating at points south of the Ohio river, and destined to points in Central Freight Association territory, a weight allowance of 500 pounds per car will be made for standards, strips and supports that are used with said traffic when transported on flat or gondola cars, but in no case must the minimum carload weight charged be less than that provided by the official classification or the authorized exceptions thereto.—J. F. TUCKER, chairman."

In cutting a large oak log a few days ago, J. W. Huddleston, who operates a sawmill near Dry Creek, Va., struck a piece of a shell embedded in the heart of the log and so smoothly grown over that it was not detected. The saw cut into the wood about two and one-half inches when the shell, which weighed between three and four pounds, was discovered. It is alleged that the shell was fired into the tree at the battle of Dry Creek, Aug. 23, 1863.



## The Story of Smithville.

Was the hammer never has not heard of Smithville, that model New Jersey village, the home of prosperity and contentment, the site of one of the greatest wood-working machinery industries in the country? Quiet and obscure, with most delightful surroundings, it stands as an enduring and picturesque monument to the ability and industry of its founder, H. B. Smith.

To reach Smithville one takes the slow-going cars down Market street, Philadelphia, transfers to one of the great ferry hulks at the wharf, lands at the Pennsylvania rail road station in Camden, N. J., and takes the train. Smithville is twenty-two miles east of Philadelphia, on the Amboy division of this great system of railroads. The local train they are all local in this part of Jersey — speeds out through well-kept truck gardens, past pretty homes and prosperous farms, and in an hour by the watch reaches the railway station of Smithville. It is a typical little country depot. Across the track and within sight are a number of neat white cottages with green blinds; a big schoolhouse stands on the hill, and a small church is nearby.

From the station Smithville looks like a sleepy little hamlet. There is no evidence that it is one of the most famous centers for the manufacture of woodworking machinery in the country. After having interviewed the station agent as to the location of the place, Smithville, one goes on his way

resolutely, and starts down the well-kept turnpike, with rows of shade trees on each side, and within a third of a mile sees

tained by the chirp of the robin, the shrill note of the bluejay, and the cry of the catbird. Out in the country is Smithville, and

a picturesque country at that. Jersey is usually thought of as a level waste of white sand, but this part of the state is rolling land, and the water, trees and peculiar architecture of the great Smith machinery plant all contribute to the picturesqueness.

There is a long and strange story about Smithville. This section belongs to the first settled portions of the state. The early white population shared in the trials of contending claimants, suffered from the tyranny of selfish rulers, and particularly from disputed boundary questions. The stone tomahawks and flint arrows of the aborigines, frequently found in the vicinity, testify that it was a favorite resort for the red man, the dense forests and rich fisheries of the Delaware and its tributaries making the region a kind of Eden to him. The early settlers were Swedes and a Quaker element, who, from honest dealings with the Indians, gained their respect and confidence, so that very few of the horrors resulting from contention between aborigines and whites that befell other portions of the country were enacted in this section.

The happening of Smithville is rather singular. Its founder, H. B. Smith, was born in Bridgewater, Vt., in 1816. He was

a cabinet maker, his first pursuit being turning bed posts and chair stock by hand. This business enterprise was a failure, but he



SCENES ABOUT THE GREAT MANSION AT SMITHVILLE.

1. Lush and Shrubbery in the Yard of the Mansion. 2. The Great Gateway.  
3. Rancocas Creek in Front of the Mansion.

sparkling in the sunshine, a great pond. Beyond are irregular groups of buildings of solid masonry. On the way one is enter



finally paid dollar for dollar on the indebtedness incurred. His natural inclination to develop himself by mechanical training in harmony with his tastes led to his inventing many new devices for working wood, and he eventually spent nearly all his time at this work. His first product was a machine for mortising stationary blinds. Blind makers did not take kindly to the invention, contending that it took too much labor out of the hands of working men. Mr. Smith then went to Boston and commenced the manufacture of blinds himself. Soon after, he began producing doors and sash by mechanical processes, in the meantime having invented mortising, tenoning and molding machines. He was the first individual to employ iron frames for woodworking machines, cast in one piece. In a moderate way these undertakings were successful.

At the age of thirty-one Mr. Smith located in Lowell, Mass. By that time his machines had achieved sufficient prestige to cause considerable demand, which afforded him a constantly increasing business. They were then being built in the various shops in that city, but as he was very particular about material and workmanship, especially the fitting of the working parts, he soon started a machine shop of his own, where he continued their manufacture with suc-

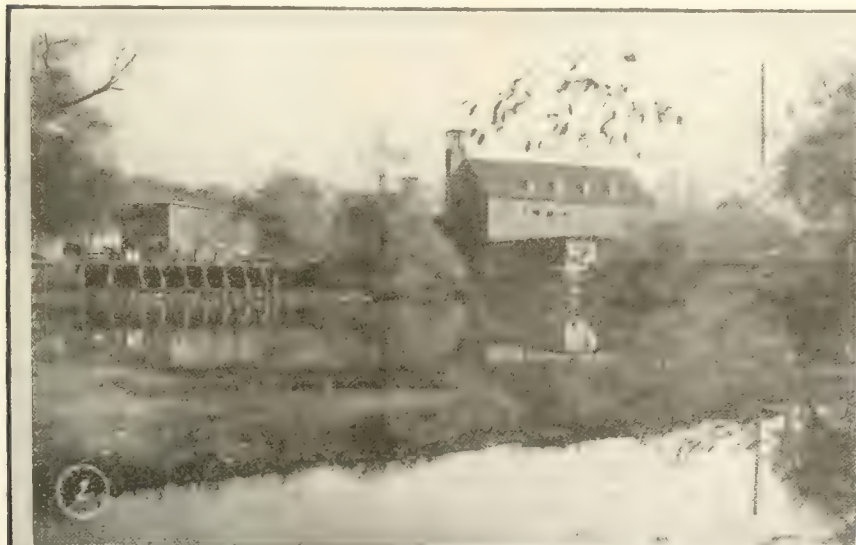
cess until 1865, when he decided that a larger shop and a more central location were necessary.

As a boy, the water-wheel was Mr. Smith's toy, and in seeking a new site, he evidently kept water power in mind, for he visited only places where it was obtainable. Eventually he selected Shreveville, N. J., at which place were located the old thread mills formerly occupied by Shreve Brothers. He bought the Shreve Brothers' plant, and the water power and farms thereabout, starting in to establish practically an altruistic community which should be devoted not only to the manufacture of woodworking machinery, but to the higher purpose of providing comfortable and happy homes for working men who should grow up with his business. He builded better than he knew, for today in the great Smithville shops may be found working side by side, fathers, sons and grandsons.

The old thread mills were rebuilt, new structures of very substantial character were erected, and the spacious old mansion on the hill overlooking the works was still further increased in size. During his entire lifetime the founder of Smithville never ceased building. A characteristic feature of his structures is that every one is put together in the most substantial man-

ner possible. If a twelve-inch wall were deemed strong enough to withstand the strain upon it, he would have it made three feet in thickness, supplementing it with cast iron door and window frames. His floors he invariably made of great ribbed plates of cast iron. In many respects the Smith works, which undoubtedly will stand to the end of time, resemble a fortification more than a group of factory buildings. Surrounding the stately mansion on the hill he built a wall surmounted with iron spikes, which would resist the attacks of an army. Massive iron gates afford entrance to the great garden within, which even to this day abounds in rare trees and plants, old-fashioned flowers, and box hedges. The mansion is a rambling structure which, besides the main living rooms, contains bowling alleys, billiard hall, private school rooms, and continues out in an L to the stables. There is also a greenhouse of generous proportions.

Accompanying this article is a group picture showing one of the gateways leading to the garden of this mansion, a view among the tangled trees, vines and shrubbery in front of the house, and one looking



VIEWS ABOUT THE WOODWORKING MACHINERY PLANT OF THE H. B. SMITH MACHINE COMPANY.

1. Looking from Below the Dam.

2. Warehouse and Observatory.

3. Broadside View of the Main Plant on River.



low. It is a great first step. The wall. The other group of pictures shows a broad view of the main plant of the H. B. Smith Machine Company looking from the pond, a section of the plant from below the dam, and the great warehouse surmounted by the big water tank and observatory tower. The purpose of this eyrie was not made entirely clear by its builder, but it undoubtedly was simply a manifestation of his idiosyncrasy in always being engaged in building, with or without a purpose.

As before noted, the great operation at Smithville, which has been in existence at this point for forty years, is unique in the steadfastness and loyalty of its employees. Scores of men employed there in foundry, at lathe and bench, have grown gray-headed in the service. Their sons are there beside them, also their grandsons. It is a community of craftsmen who strive to do their best in building tools that shall be suitable for the finest kind of woodworking.

The founder of the company died in November, 1887, and the continuance of the enterprise eventually devolved upon his son, Capt. Elton A. Smith. The inventive genius of the father has given place to the more energetic and progressive methods of the son, who since that time has devoted his life and his fortune very largely to the improvement of the manufacturing facilities of the institution, not only keeping up the high standard of excellence, but bringing out new and improved ideas in construction as the demand required.

William S. Kelley, for many years associated with the H. B. Smith Machine Company, is vice president of the concern; Thomas R. Finley, secretary and treasurer, and George A. Lippencott, general manager,

have also been brought up with the institution.

In a general way the Smith line of wood working tools does not comprise many of the heavy machines used in car building or the dressing of big Pacific coast timbers, but it embraces a wonderful variety of those used in manufacturing hard and soft wood doors, interior finish, furniture, etc. The company makes many types of fast feeding flooring machines, planers, single surfacers, smoothing surfacers, inside and outside molders, grooving and boring machines, washboard machines, shapers, panel raisers, jointers, mortisers, tenoners, automatic tenoners, sanders, band, scroll and jig saws, band and circular resaws, gang ripping and edging machines, and special machines without number. In fact, the line produced by the H. B. Smith Machine Company is one of the most complete and comprehensive in the United States.

In addition to general sales headquarters maintained at Smithville, the company has a distributing house at 123 Liberty street, New York City, under the management of W. D. Martin, and a large Chicago store at 10 and 12 North Canal street, Chicago, managed by Thomas R. Martin. Both these branch houses do an immense business. The company also maintains a branch office in the Oliver building, Boston, under the management of E. N. Heath.

The H. B. Smith Machine Company possesses wonderful commercial advantages in its completely equipped plant, good transportation facilities, ample water power, and intelligent and contented labor, all of which have contributed to building up for it an enviable position as an expert maker of high-class woodworking machinery, at a minimum of cost. HENRY H. GIBSON.

publish same in book form. They could then be retained as a handy and valuable reference work and would undoubtedly meet with a ready sale.

I enclose stamps for which kindly send me a copy of your journal dated October 10, which includes article on the cotton tree. Also kindly send me list of the trees in which you have already reported in past numbers.

Thanking you in anticipation of your kindness,  
COMPANY

#### Who Can Supply Persimmon and Dogwood?

NEW YORK, Nov. 15. Editor HARDWOOD RECORD: We are desirous of learning the names of firms supplying persimmon and cornel or dogwood for the manufacture of shuttle blocks. We have the names of hardwood specialty people, but wish to get at the lumber people actually furnishing this class of lumber. Any information will be gratefully received.

ASSOCIATION

If lumbermen who are in a position to furnish persimmon and dogwood will send their addresses to this office, will take pleasure in communicating them to the writers of the above inquiry. EDITOR.

#### Wants Hickory and Oak Dimension Stock.

SPRINGFIELD, MASS., Nov. 17. Editor HARDWOOD RECORD: Can you give us the addresses of a few of the very best concerns who make a specialty of getting out hickory and oak dimension stock suitable for bending into shafts, poles, rims, sleigh runners, etc.? Also some who make a specialty of getting out oak dimension timber for car sill work? Trusting this may not be asking too much.

LEMBER COMPANY.

Anyone who is in a position to furnish the above stock may obtain the address of the parties inquiring, by addressing the HARDWOOD RECORD. EDITOR.

#### A Lumberman's Letter to His Son.

CHICAGO, Nov. 20, 1905.

My Dear Son: As near as I can figure out, you must have actually worked one day after you struck New York. One day is a good while to work in that town. These New York attacks are not fatal, although your mother is a good deal worried about you. I tell her she is foolish, as baby-faced innocents like you are just as safe there as anywhere else. Don't go to cutting into the coin too deep. Just because you have a few wild oats to sow, it isn't necessary to use a steam drill on Broadway.

I have labored with you for months to keep you away from New York, as I know there's nothing in the game in a business way for you there. To get business out of that town you have to stand in with a bunch of grafters. A man can't get the ten commandments endorsed by any business association in Manhattan, but you talk about a ten to twenty five per cent. take-off, and they're with you every time.

You go on and have your play out, but try to save enough to buy yourself a winter overcoat.

YOUR AFFECTIONATE FATHER.

P. S. You better figure to get back to the Big and Windy by Christmas at latest. Your mother has an heiress lassoed that she thinks will easily break to harness, but you hadn't better take her word for it.

## Hardwood Record Mail Bag.

In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD exchange as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.

#### Who Wants Small Hickory Dimension Stock?

ALBANY, N. Y., Nov. 14. Editor HARDWOOD RECORD: I am looking for an correspondence with persons who want pieces of hickory timber. We have such as are the output of our factory, pieces of thoroughly dry timber 6 to 8 inches wide and 1 inch and over up to 14, in length and from 10 to 16 feet long, and round hickory in a number of sizes. Say from 2 to 16 inches diameter, and all kind of quantities. We have a large stock of good quality, straight, clear, seasoned and dried hickory. We are in Albany, N. Y., and we will also have almost an unlimited quantity from the Albany area. We are in Albany, N. Y., and we will also have almost an unlimited quantity from the Albany area. We are in Albany, N. Y., and we will also have almost an unlimited quantity from the Albany area.

The address of the above correspondent will be supplied to anyone in need of such hickory stock. EDITOR.

#### Unwise to Tell.

JAMESTOWN, N. Y., Nov. 16. Editor HARDWOOD RECORD: Will you kindly advise me the name of the author of the charming bits of verse which appear from time to time on the cartoon page of the RECORD, signed "W. O. T."?

The editor dare not tell!

#### Appreciative.

LONDON, ENGLAND, Nov. 8. Editor HARDWOOD RECORD: I feel I must congratulate you on your tenth anniversary. Every page in it is of interest, which is not the case with certain of your competitors in the journalistic line. It is chatty, bright, interesting and instructive, and the papers you are publishing on American Forest Trees are an education in themselves, in the highest degree instructive to those who study timber as it should be studied. I would specially refer to the important information you publish as to the localities in which the different species of timber abound. I should feel obliged if you would kindly inform me whether it is your intention, on completion of the present series, to



# Organization of Hardwood Dimension Association.

Agreeable to a call issued by the editor of the **HARDWOOD RECORD**, authorized by about a hundred manufacturers of wagon, agricultural implement, furniture and chair stock, there was a preliminary meeting held at club room L 38, Great Northern Hotel, Chicago, at 10 a. m., Nov. 21. Owing to the brevity of the time between the call and the meeting, the fact that many persons were so thoroughly engrossed with their business as to preclude the possibility of their leaving home at this time, and the conjectural result of the meeting, the number present was comparatively small. However, the paucity of numbers was more than made up by the character of those present and the enthusiasm which prevailed during the two sessions of the meeting.

The general work done at the convention was a pretty thorough threshing out of hardwood dimension stock problems, and a more general understanding was reached as to the requirements in dimension stock material and the manifest necessity of producing stock that should fill the specifications of the buyer, and that a materially higher price for this class of goods could reasonably be asked and confidently expected.

There were present:

Frank Ackley, Heywood Bros. & Wakefield Co., Chicago, Ill.  
 C. S. Bacon, Bacon Lumber Co., Grand Rapids, Mich.  
 W. T. Christine, American Lumberman, Chicago, Ill.  
 C. M. Clark, Swann-Day Lumber Co., Clay City, Ky.  
 Edward L. Davis, Edward L. Davis & Co., Louisville, Ky.  
 J. H. Dean, Ohio Valley Tie Company, Louisville, Ky.  
 J. E. Defebaugh, American Lumberman, Chicago, Ill.  
 T. S. Estabrook, Estabrook-Skeele Lumber Co., Chicago, Ill.  
 Herbert Freese, H. C. Schneider & Co., Chicago, Ill.  
 James E. Gatewood, St. Louis Lumberman, St. Louis, Mo.  
 J. S. Garetson, Garetson-Greason Lumber Co., St. Louis, Mo.  
 Henry H. Gibson, **HARDWOOD RECORD**, Chicago, Ill.  
 A. E. Gordon, **HARDWOOD RECORD**, Chicago, Ill.  
 W. A. Graves, Graves & Elrod, Pekin, Ind.  
 E. C. Groesbeck, the Stearns Co., Grand Rapids, Mich., and Cincinnati, O.  
 C. I. Hoyt, C. I. Hoyt & Co., Pekin, Ind.  
 Albert R. Kampf, Louisville, Ky.  
 J. P. Konzen, Kelley, Maus & Co., Chicago.  
 M. M. Marsh, American Lumberman, Chicago, Ill.  
 J. C. Moffat, Heywood Bros. & Wakefield Co., Chicago, Ill.  
 E. C. Mohrstadt, Heuter Hub & Spoke Co., Dexter, Mo.  
 E. W. Pratt, Jr., Pratt-Worthington Co., Crofton, Ky.  
 Louis N. Schafer, Argos, Ind.  
 H. C. Schneider, H. C. Schneider & Co., Chicago, Ill.  
 C. J. Smith, Crescent Handle & Mfg. Co., Dexter, Mo.  
 George M. Waters, New Palestine, Ind.

James H. West, Kelley, Maus & Co., Chicago, Ill.

## Morning Session.

Mr. Gibson: I have been requested to make an endeavor to get a number together to look over this matter of hardwood dimension business, and see if it be not possible to achieve some results in the way of establishing a basis of correct manufacture, grades and a correct standard of values, and possibly to organize an association which would attempt to straighten out matters. The **HARDWOOD RECORD** has absolutely no interest in the proposition beyond assisting the hardwood men of this country in bettering their business conditions. The first business before the meeting will be the selection of a chairman. Nominations are in order.

Mr. Kampf thereupon nominated Edward L. Davis of Louisville, Ky., and the nomination being ratified by all present, Mr. Davis took the chair.

Mr. Davis: I am certainly glad to be with you and heartily consent to act as chairman.



EDWARD L. DAVIS, LOUISVILLE, KY.  
PRESIDENT.

The work before us is going to be rather complicated and difficult to get at. We will have to have several committees appointed in due order if we want to take up the work in detail. As I understand it, there are several different divisions of this dimension stock proposition. There is car stock, wagon stock, furniture stock, chair stock, and then I should think also there would be, in furniture stock, oak and other hardwoods. Now the conditions under which this dimension stock is made vary. We know that some is made way down east close to the main points of consumption; some is made in the south; a great deal in the northwest. All the various conditions will have to be considered, and we will have to try to arrive at some basis of values. We all know that this dimension stock has been going too cheap. The furniture stock, when it leaves the saw as dimension stock, is as clear and good in quality as firsts and seconds. The price has only been a little above culls. Wagon stock takes the very best timber in the country.

Mr. Gibson was nominated as secretary pro tem.

Mr. Gibson—I do not feel that I am qualified to act as your secretary. You should have some one identified with the dimension business. I would suggest a man who has done a great deal for and taken a vast amount

of interest in this work, who is a student of it, and who is trying to work it out on right lines. I refer to Charles S. Bacon of Grand Rapids, Mich.

Mr. Bacon was nominated, and elected.

Mr. Gibson—In carrying on the correspondence concerning this proposed meeting, the **HARDWOOD RECORD** has been in receipt of a number of letters, all favorable to this proposed work, and I think it would perhaps assist matters to have them read by your secretary. I have abstracted them and think you will find them decidedly interesting. I will ask Mr. Bacon to read these letters.

Mr. Davis—I would first suggest that as there are only a few of us, we try to get a little better acquainted. I don't know how well you all know each other, but think it would be a good idea if everybody would rise, and let each man introduce himself to his neighbor on the right and on the left, and let us become as well acquainted with each other as we can in so short a time.

This suggestion was acted upon.

Mr. Davis—There are a lot of these letters; I should say it would be wise to read say one from each different section, and especially those dealing with prices, etc.

Mr. Bacon read the following letters:

THEODORE, TENN., Nov. 4.—**HARDWOOD RECORD**, Chicago: We have your circular letter relating to meeting of manufacturers of hardwood dimension stock, and will say that we are not manufacturing this class of material, though we find it more profitable to burn a lot of refuse stuff that should be put into dimension stock if price and conditions warranted. Knowing that this meeting will be a success and productive of much good, we remain yours truly, THEODORE LBR. & IMPROVEMENT CO., by J. F. Gorlicher.

MANCHESTER DEPOT, VT., Nov. 6. **HARDWOOD RECORD**, Chicago: We shall watch with interest the development of the convention of dimension stock workers. Owing to circumstances we shall be unable to attend this year, but are heartily in sympathy with the movement and anything we can do in this section to assist the work of the convention we shall be exceedingly glad to do. Yours truly, M. L. HADLEY MFG. CO., F. A. Simmons, Treas.

COWEN, W. VA., Nov. 6.—**HARDWOOD RECORD**, Chicago: We have your favor of November 3, and note your intention of calling a meeting of manufacturers to organize an association of dimension manufacturers. We are in hearty sympathy with your efforts in this direction, but have not the time to attend the meeting. We will be glad to read in the **RECORD** the results of the meeting.—SMOOT LBR. CO.

CLAY CITY, KY., Nov. 6.—**HARDWOOD RECORD**, Chicago: This company manufactures several hundred cars of poplar and oak dimension stock annually and is sufficiently interested in the movement proposed to send a representative to Chicago on the 21st. This is a step in the right direction and should receive the hearty cooperation of all operators engaged in this branch of the hardwood business.—SWANN-DAY LBR. CO., by C. M. Clark.

LYONS, KY., Nov. 6.—**HARDWOOD RECORD**, Chicago: I hear there is going to be a meeting of manufacturers of small dimension stock in your city in the near future and would like to be advised as to when it will be, as I am interested and would like to attend.—W. H. LYONS.

MADISON, WIS., Nov. 2.—**HARDWOOD RECORD**, Chicago: We are pleased to note that you are arranging to call a meeting of hardwood dimension manufacturers. We are heartily in favor of the idea, and will try to arrange to have a representative present in case you succeed in arranging for a conference. BRITTINGHAM & YOUNG CO., George J. Young, Mgr.

HUGHESVILLE, PA., Nov. 6.—**HARDWOOD RECORD**, Chicago: We would say, in reply to your favor of the 3d inst., that we hardly consider ourselves large enough dimension manufacturers to respond to the call which you have issued. While we have perhaps a few million hardwood, beech, birch and maple, with some basswood and ash, it does not seem as though we would cut much figure so far as going into any definite arrangement is concerned. However, if you desire to keep us posted on any of your future decisions, we will be very glad to recognize same, and are always willing to follow the procession.

LYON LBR. CO.



STURMERSVILLE, ILL., Nov. 5.—HARDWOOD RECORD, Chicago: I would like to know on what date the dimension stock manufacturers are to meet in Chicago. Please let me hear from you in regard to this association. H. C. SCHNEIDER.

PETERSBURG, IND., Nov. 6.—HARDWOOD RECORD, Chicago: We are glad to know you are going to have a meeting of manufacturers of dimension stock, such as wagon, table, chair stock, etc. We have always realized that none of us got anywhere near what this stock is worth. For instance, take chair stock or any other dimension stock cut to fill the place, no difference whether it is cut from waste or firsts or seconds, we figure that any lumber company, when it comes to cutting dimension stock such as chair stock, or plain and quartered oak table tops, will find if they figure close that all this stock after leaving the big sawmill cost \$7.50 per M feet to manufacture and put in the car ready to ship. On the other hand, when these large chair factories, table companies or any other large furniture factories see that they cannot purchase the stock cut ready to fit the place, they will go out and buy a grade of lumber to suit them, which may be firsts and seconds, and pay a first-class price, or maybe get a common grade and cut it up in the same dimension stock which we mill men are cutting for less than half the price. We do not see why there cannot be some arrangement made so as to advance the prices of dimension stock. We feel that no company ought to get out any chair stock, plain sawed, running from 1 to 3-inch squares 12 to 44 inches long, for less than \$35 per M feet, based on a 10c rate of delivery or destination. We duly believe that it is not outside the bounds of right, and we realize that there are lots of shippers that do not realize over \$16 to \$22 per M, which is a very low price. While basing the price at \$35 per M it leaves the mill man about \$28 to \$30 for his stock, according to the dryness of the stock. Stock running from \$16 to \$22, if carefully figured, will show any mill man that he is only realizing from \$9 to \$12 per M for the lumber clear. Dimension stock is supposed to be clear, while on the basis of \$32 to \$35 per M feet he can figure that he is getting \$16 to \$22 out of the lumber. In regard to the wagon stock, it does not cost nearly as much as this stock, is generally manufactured on the big saw and does not have to go over the rip or equalizer saw, nor does it have to be re-handled so much; hence, the cost is bound to be less in the manufacturing, as we believe all mill men understand the cost of getting out wagon stock. We do not think we will be able to send a representative to meet with you on November 21, but shall be pleased to send one if possible. If all manufacturers look at this matter and feel as we do, we do not think but that they will realize that we are somewhere near right or within the bounds of reason in regard to dimension stock. If there is any way that you can modify or better our views, we are open for advice and would be pleased to hear from you. Thanking you for your invitation to attend this meeting and your interest in this matter which concerns us all so much, and the valuable information we get from time to time out of the HARDWOOD RECORD, and trusting the meeting will be profitable and of benefit to us all in future, CUMMINS LBR. CO., by J. C. McDevitt.

RENEAUX, N. Y., Nov. 8.—HARDWOOD RECORD, Chicago: Answering your favor of the 3d in regard to dimension stock meeting, we doubt very much whether one of our firm can attend, as the writer will have to be in the East and our Mr. Angus McLean in Canada. To state our position briefly, we may say that there are manufacturers whom we call upon that acknowledge that dimension stock is worth a great deal more to them than firsts and seconds lumber, and they say as long as people are willing to cut it and sell it for the price of common lumber, they look upon the manufacturer as an easy mark. We tried to manufacture some of this, but found that at the prices for which it was selling it was better for us to throw all the material we would naturally put into dimension stock into the wood pile. We think the time has come when the manufacturer should be awakened to the fact that this lumber is worth at least the same price as firsts and seconds, and they can easily get it if they will all pull together in the matter. If any member of our firm can possibly attend the meeting, we will be on hand. H. H. McLean, Lbr. Co., Hugh McLean.

CHICAGO, S. C., Nov. 9.—HARDWOOD RECORD, Chicago: We are in receipt of your letter calling attention to the conference to be held in Chicago, and stating its purpose. This is a very interesting matter. We are anxious to participate in manufacturing hardwood dimension stock for the lumber trade. The prices are twenty per cent higher than those asked by the West Virginia and Ohio mills, and consequently

but our output of oak dimension stock is about 15,000,000 feet per year, and if the meeting will get together and formulate a price list, we are willing to obligate ourselves not to sell under the price list. Missionary work along this line is most needed in West Virginia, as mills there are doing more to demoralize prices in the eastern markets than in any other territory.—W. L. CLEMENT LBR. CO., by W. L. Clement.

ST. LOUIS, MO., Nov. 13.—HARDWOOD RECORD, Chicago: We note with considerable interest your editorial mention of the proposed dimension stock manufacturers' meeting in Chicago on the 21st. No doubt a great deal of good can be done at such a meeting, and this seems to us an opportune time to commence a much-needed reform in this particular department of the hardwood business. Our firm will be represented, and we beg to thank you for the interest you have taken in arranging for this meeting.—GAR-ETSON-GREASON LBR. CO., W. W. Dings, Sec'y.

WALDENBURG, ARK., Nov. 11.—HARDWOOD RECORD, Chicago: I endorse this dimension stock movement with all my ability. While my business is very small in this line, I realize that this branch of the hardwood industry has been neglected to the extent that prices are to a certain extent dependent upon the traveling purchaser, regardless of quality or grades. This part of the hardwood industry, being one of the most essential now in everyday use, should be based on standard prices and grades instead of being at the mercy of those who are regardless of the usefulness of the article or the cost of manufacture.—O. P. FRYE.

GREENBRIER, TENN., Nov. 13.—HARDWOOD RECORD, Chicago: I heartily endorse the meeting



CHARLES S. BACON, GRAND RAPIDS, MICH., SECRETARY

to devise some way of bettering conditions of dimension stock manufacture.—P. B. SWIFT & SONS.

MINNEAPOLIS, MINN., Nov. 13.—HARDWOOD RECORD, Chicago: We notice that you recently issued a call to about two thousand hardwood manufacturers to meet in Chicago on the 21st and discuss all matters pertaining to dimension stock. While we are hardwood manufacturers, for some reason we were not informed of this meeting. Although the rush of business may prevent our attending, we are in full sympathy with the movement and believe much good will be accomplished. Kindly put us on your list so that when future calls are issued we will not be forgotten. Hoping the meeting will be largely attended and much good will result, we are yours truly, PAXSON SMITH LBR. CO.

ROCHESTER, N. Y., Nov. 3.—HARDWOOD RECORD, Chicago: While we will not be able to have a representative at your meeting November 21, we do feel interested in it and think it very much needed.—Yours truly, C. H. WATSON & CO.

CHICAGO, ILL., Nov. 16.—HARDWOOD RECORD, Chicago: We have your favor relative to meeting of manufacturers of dimension stock. While we are hardly in this class, we always discourage dimension stock as prices have never been satisfactory and what they should be by a great way. If all concerns or people furnishing dimension stock would take a different stand, they could be better and could realize a price much above common grades. But when stock is cut out practically clear to working sizes, it should be worth about firsts and seconds price. We think this movement will be a great benefit as

that which is good for the dimension men will surely bring up the price of regular stock to those handling it. Yours truly, C. & W. KRAMER CO., C. H. KRAMER.

WANAKENA, N. Y., Nov. 7.—HARDWOOD RECORD, Chicago: We authorize you to attach our name to a call for a meeting of hardwood dimension stock manufacturers. If possible, we will be there. Yours truly, J. W. VENTRES & CO.

NORTHVILLE, MICH., Nov. 3.—HARDWOOD RECORD, Chicago: We are heartily in accord with the plan you desire to carry out. It will be impossible for us to be represented at the gathering, but we wish to assure you that we would be much pleased to see a plan such as you propose carried through.—J. A. DUBUAR MFG. CO.

EVANSVILLE, IND., Nov. 6.—HARDWOOD RECORD, Chicago: Replying to yours of the 3d inst., will say that while not directly interested in the dimension lumber business, my sympathy is with the contemplated movement, which I regard as a wise one. If there is a line of business that needs commercializing, it certainly is this one. JAS. PIATT.

HAACKWOOD, MICH., Nov. 6.—HARDWOOD RECORD, Chicago: We are entirely out of the dimension business at present, and would therefore not care to attend the meeting, but we are of the opinion that coöperation and the establishment of values on some recognized basis is very necessary. Wishing you success, HAACK LBR. CO., John H. Haack.

STAMWART, MICH., Nov. 6.—HARDWOOD RECORD, Chicago: I am certainly interested in your meeting, but it will be impossible for me to attend. Thanking you for informing me of it, ALFRED COTTON.

ROCHESTER, N. Y., Nov. 16.—HARDWOOD RECORD, Chicago: Am pleased to hear that there is to be a move to improve the dimension business; would like to attend the meeting on the 21st. I was five years cutting dimension stock in Kentucky; could not make it pay except what could not be sold only as wood. I claim consumers manufacturing standard goods can give the price of firsts, sawing, waste, and cost of cutting. Expected to have been south manufacturing hardwood before this; should have cut all waste and cut up culls in clear stock, leaving the wood at mill. The time will come when wood will not be shipped on long hauls. Hoping to hear good results, O. M. WILCOX.

SPOT, TENN., Nov. 4.—HARDWOOD RECORD, Chicago: Referring to your call, will say that we, like many others, have lost interest in dimension stock. Have tried time and again to convert much of our stumpage into dimension, but the best prices obtainable for it were so much lower than for other lines of production that we dropped the proposition. We believe that if the dimension stock producers succeed in establishing a safe and just standard of prices, which will be reasonably constant, and make uniformity of manufacture and grade the watchword, a fair margin of profit will accrue to wise and industrious management. Stumpage is woefully scarce in regions where freight rates are reasonable, but plentiful in sections that could contribute largely to stock deficits, were it not for prohibitive freight rates on roads which do not yield to the small mills which are the life of this particular branch of the industry. If a proper disposition was shown by manufacturers to pay producers a value commensurate with present high prices of stumpage, and a price corresponding to that paid for hardwood lumber, the chaotic condition of the dimension stock business would gradually assume steady and normal conditions, and would be out on "dress parade" with its woodworking confreres in other lines. KALLMANN SEAVE & LUMBER COMPANY.

EAST WALLINGFORD, VT., Nov. 3.—HARDWOOD RECORD, Chicago: I am thoroughly in accord with the Record's position as to the dimension business, and heartily wish an organization might be formed with every manufacturer of this class of lumber a member. I have done considerable in the line of small dimension lumber and find the prices altogether too small to yield a fair profit. The manufacturer's profit on almost all classes of goods is altogether too small as compared with the profit of those who handle his products. Take wooden toys, for instance; the jobber into whose hands they almost invariably go from the manufacturer gets at least 10 to 20 per cent, and then the retailer makes on many articles from 100 per cent and upward to even 200 per cent on some things, and all this with no trouble except the small items attendant on buying and selling; while the manufacturer, the man who has more to do and more to risk than all the others, gets the smallest profit, and often loses money in his anxiety to build up a trade that will use up his small waste. I have found, and I think others will agree with me, that it is usually more profitable to throw anything below the usual size, say for ordinary chair stock, into the wood pile and use



whole lumber for smaller work. The extra time consumed in its manufacture more than compensates for the saving of lumber. Speaking of jigged chair stock, prices are too low on that; especially on seat and other kinds of small work, and were it not that the board, pattern and pencil are in hand to get out the coarser work, it would almost be better to let that also go into the wood pile. W. H. PELSER.

ASHLAND, KY., NOV. 3.—HARDWOOD RECORD, Chicago: We are not making any dimension stock at present. We are glad to advise, however, that some time next year we will be, and if an organization exists at that time, will be glad to join. KEYS FANNIN LUMBER COMPANY, by Jas. E. Walker.

BOYNE CITY, MICH., NOV. 3.—HARDWOOD RECORD, Chicago: In regard to bringing a combination of people together to look into the matter of dimension stock I have spent a good many years in convention work and have worked pretty hard at it, too, and have learned thoroughly that it is not the men with experience who get the benefit from these things, but those just starting in who have not had the experience. However, these movements are good, providing they can be worked out for the benefit of all concerned, and not simply for a few people. Just at this writing I could not say whether we could have a representative there at the time you speak of or not, because this is a very busy month with us. There is no association that can be a success unless all its members are interested alike. Where their interests are not alike and certain factions are pulling in different directions, the organization cannot be a success. Of course, the meeting of wagon, furniture and chair manufacturers, such as you suggest, is a good thing, as it affords an opportunity for them to talk all matters over fully and get a thorough understanding of each other's wants, as the lumber manufacturer could almost always help the wagon, furniture or chair manufacturer if he only knew his requirements before the stock was cut. If I could get away from home at the time specified, would be glad to meet with you. Thank you very much for calling our attention to this matter.—WM. H. WHITE & Co., by Wm. H. White.

MARINETTE, WIS., NOV. 2.—HARDWOOD RECORD, Chicago: Replying to your letter of the 1st inst., in regard to proposed consideration of prices for hardwood dimension stock, would say that it looks to us as though this meeting would fill a long-felt want. There seems to be enough new people starting in the hardwood manufacturing business every year to keep the dimension stock people from running out of a supply of fresh victims. We suppose the idea of this meeting would be to establish some sort of basis of prices which in the general opinion would be adequate to cover the cost to the manufacturer with a reasonable profit. This would be a great help to manufacturers in making prices on this class of stock, as they would make the attempt at least to get somewhere near the list.

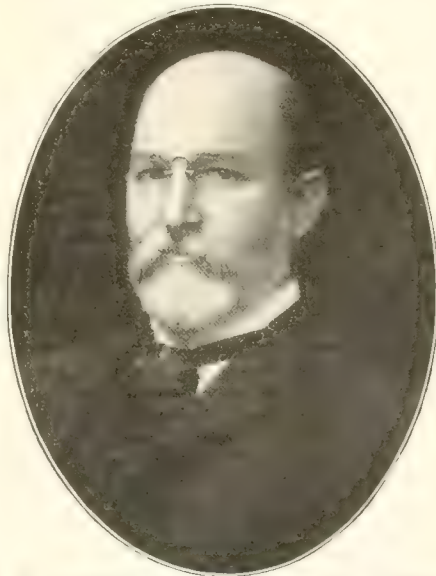
We will not be represented at the meeting, as we do not make any dimension stock. Whether we make any or not depends upon prices. At present we are like a great many others—the offers made us do not look profitable, and we do not know what prices to make in return because we do not know what the market is. Would be glad to have you advise us the result of the meeting.—SAWYER-GOODMAN COMPANY.

NEW PALESTINE, IND., NOV. 3.—HARDWOOD RECORD, Chicago: In reply to your request to attend the meeting of dimension stock manufacturers, cannot state just now whether or not I will be able to attend. This line has been my specialty for seven years or more, and I intend to keep at it. In my opinion, the great trouble with some manufacturers of dimension has been not knowing the cost of same, and often delivering any old thing and expecting it to pass inspection. I never figure my products from waste or cull logs, but on a basis of making stock of a higher grade than firsts and seconds, and always aim to deliver what I promise or specifications call for. If manufacturers would follow these last two rules, hardly think there would be so much fault found in the manufacture of dimension stock. Will be on hand if possible.—GEO. M. WATERS.

DETROIT, MICH., NOV. 6.—HARDWOOD RECORD, Chicago: Yours of the 4th is at hand. While we are not interested in the manufacture of dimension stock, we wish to call the attention of the gentlemen who are interested in this material not only to the advisability but the absolute necessity of association in matters of prices and grades before they will ever obtain any satisfactory results. You are well aware that our industry—maple flooring—has tried the "wide open" policy with disastrous results for many years, and this year we are getting a fair price for our material. We wish to congratulate you on your undertaking in this matter.—THOMAS FORMAN COMPANY.

LOUISVILLE, KY., NOV. 15.—HARDWOOD RECORD,

Chicago: Inasmuch as an important factor in the lumber business of many who make small dimension in oak is the manufacture of car material, and especially in that the demand for car oak is brisk at the present time, making the matter of immediate importance, some attention should be given, when an association is formed, to establishing grades and specifications for car oak. The need for such specifications is imperative. The task of promoting this work should not be difficult, because of the fact that purchasers are comparatively few, so that a very short list of people would have to be consulted on the buying side. While the list of manufacturers of this material is rather long, the need of some standard specifications is so strongly felt in the trade that it should not require any great effort to insure uniformity of action, or at least conformity to any set of specifications that may be devised. As the matter stands today, no one feels safe in doing close figuring, because everything depends on the personal opinion of the inspector in each individual instance, and while there are certain rules that have become such by mutual consent and common usage, they are indefinite and uncertain. There are recognized, for example, several different grades of car material which we might call a, b, c, and so on, but the distinction between them is not clearly defined, and sometimes it is found that when a concern calls for a, they will accept b, and quite frequently pass material that others might consider c grade, while on the other hand, a buyer might go out among the mills and place an order calling it c grade, while after it comes



J. S. GARETSON, ST. LOUIS, MO., PROMINENT IN THE WORK.

to the inspector's eye he may prune it down to the common rule of a. After a few experiences with the uncertainties of inspection, the manufacturer of car material naturally feels inclined to figure everything on the basis of the higher grade when making the prices, so as to be safe, while if he could have some reliable specifications to work from, and know exactly what he was doing, he would frequently be able to make closer prices. This of itself should make the establishing of standard grades and specifications a matter of interest to the car factories, since it would simplify matters between them and the railroads for which they build cars, because it would give them a positive set of grades to include in their specifications to act as a clear guide to the inspection and receiving of lumber on the part of the roads purchasing the cars. Promulgating a set of grading rules and specifications is so important a matter that it should be taken up at the first opportunity which will be presented in this gathering of manufacturers of dimension stock.—J. CROW TAYLOR.

Mr. Davis—You have heard these letters from twelve different states. Is there any comment or suggestion on any one or all of them? Would like some discussion on them.

Mr. Ackley—There was one letter I saw on that list which I thought was better than any of those read. Would like to hear the one from Mr. Waters at New Palestine, Ind.

Mr. Bacon read letter from Mr. Waters.

Mr. Davis—There is one thing we might discuss right here. Shall we take up car stock along with the other dimension stock? Will some gentleman propose to take up

it exactly in the same line with the other kinds of stock?

Mr. Garetson—The best information a sawmill man can have is to know what his customer wants. When we find that out, we usually make prices of lumber to suit the customer. I am speaking now about this car stock. When we get inquiries for car material if we know the people and know what they want, we quote them; but unless we know, we don't. We manufacture between six and seven million feet of car stock. We accumulate quite a lot of the smaller dimension stock, but I notice the particular oak dimension we make is not mentioned in any of these letters—that is agricultural implement stock, such as plow handles, etc. I think they all should be covered in this meeting. Car stock is a very large line of its own, which probably better be left out. Of course it is usually made from low grade logs. If we can get an organization that would make the consumer stand the loss incident to manufacturing some of this kind of stock, it will be a great advantage all around.

Mr. Kampf—I do not think this is the place to discuss car stock. The larger manufacturers know more of this business than the manufacturers of small material, and there are hardly enough of them here to accomplish much with this side of the matter.

Mr. Davis—Let us get this matter out of the way or in shape to do something with. I would entertain motion to eliminate the car stock discussion from this meeting.

Car stock was dropped by mutual consent.

Mr. Davis—Then the only two propositions this meeting will discuss are the agricultural implement and wagon stock, and the furniture and chair stock. We have with us Mr. Moffatt of Heywood Brothers & Wakefield, who may give us some information on the uses and relative value he puts on that line of stock.

Mr. Moffatt—I think I prefer to wait until the matter has been discussed and then possibly argue back our side of the matter. Until that time I don't believe I care to say anything.

Mr. Davis—We are certainly the aggressors and ought to state the case. I will ask Mr. Bacon to start the discussion of the chair and furniture stock business.

Mr. Bacon—I was hoping Mr. Moffatt would answer the statements set forth by Mr. Waters in this letter of his. I think he very clearly and forcibly sets forth one of the elements, or in fact all of them, which must be considered in making this chair stock. The great trouble seems to be that a man with a \$2 bill can get into this dimension business. He has neither capital, mechanical knowledge or business ability. He does not seem to know there is any relation whatever between the cost of logs and the price he gets for his manufactured dimension product. He thinks if this stuff is loaded upon a car and shipped away, he must needs just keep up the business for six months or so, and he will be rich. I have lately seen some stock that was worse than culls. Some of this stock had worm holes in it; some of it had knots; some of it was split; the man who gets that is bound to throw it out. But he will sort enough good out of it to answer some of his needs, and will take advantage of that kind of a shipment every time. I came in contact with a condition in one of the largest manufacturing in the eastern country. They had placed an order for 1½ inch quartered oak seat stock, 21 inches long and 4 inches and up in width. I asked him what he was paying for that stock. He showed me a bunch of invoices. The prices ranged from \$42 to \$65—or \$23 difference between the cost of the very same kind of stuff. I said, "What kind of



buying the \$65 because it was all good. "When those cars come in here," he said, "I simply O K the invoice, because I know it is right. We have taught him that he must make his stock right, and then we have some basis for contention if a claim for de-grade is made." This will sooner or later force the buyers of this stock to patronize those who do make the stock right. There is another thing. The very essence of business south of the Ohio river depends upon making some disposition of your low class product. You cannot ship that in the form of lumber because the freight rates are against you. Therefore you must devise some means of putting that stock into dimension that you can get something out of. It must be manufactured properly, in fact it must be right in every respect. I believe, as the gentleman from New Palestine says, that conditions would be very much improved if more pains were taken to put this stuff in proper form to place it on the market. Some dimension stock looks to me as though it were sawn with an ice saw. This kind of stock always makes trouble. The manufacturing end of the business must be looked after just as closely as the other end of it. I have given the matter very close attention. As I said before, the very essence of every lumber proposition south of the Ohio depends upon making some disposition of your low grade product. If this isn't done, it won't be profitable.

Mr. Davis—I would like to hear from the representative of the Swann-Day Lumber Company.

Mr. Clark—The Swann-Day Lumber Company, as far as dimension stock is concerned, is not immediately interested in anything except oak and poplar for furniture stock and similar uses, and I would be very glad to hear from some of the older heads in the business before venturing any predictions or making any suggestions in this matter. We are not interested in the implement stock to any extent, nor in the wagon stock. I would be more than glad to hear from those who have had more experience than we have had in these lines.

Mr. Garetson—We started in to make chair stock and other similar dimension, in order to work up our low-grade stock, and paid little attention to the results. We have made chair stock as low as \$8 or \$9 at our mills, on a ten cent rate to St. Louis. The last few years we have given the matter more attention, and have learned a good deal. We have learned that if we get anything for our stock we must first make it right all the way through, load it properly, etc. We never have been able to get the prices we think we should get. For instance, we offer the chair men our stock and find that half a dozen small mills in our neighborhood are offering to put it in for \$1 or more a thousand less than we can possibly make it for. As long as this is so, we might as well burn it up as offer it to the chair manufacturers. We prefer to make agricultural implement stock. We find we can get a fairly good price for the larger dimensions of that in the better grades. As for chair stock alone, about the only thing we can make to advantage is the long oak pieces. We have had no experience in the seat business, usually preferring to sell our quarter sawed stock in boards. If we could arrange to get the price for the material, according to its real value, I think that sawmill men in general could afford to do this work to advantage. Within the last nine months we have watched our output more closely than ever, and have decided that unless we can get better prices for considerable of this stock, we will increase our burner capacity and reduce our dimension output. As to uniform

grades on that stock, the man you send it to has to have a piece absolutely free from defects, even so far as fly specks are concerned.

Mr. Ackley—I would like to make an objection to that statement. I have never allowed a piece to be thrown out that I thought could possibly be used. I think we have a good deal of patience. Take one car for instance, on which we spent four days in unloading. It looked as though it had been loaded with a pitchfork. [Laughter.] As for prices, if the stock is manufactured right, there won't be any question as to prices. The great question is for us to get the stock we want.

Mr. Garetson—I will say regarding prices, particularly on such stock—that looked as though a pitchfork had been used to load it—that the consumer will always have on hand four or five invoices or quotations that he is saving for you to figure against. [Laughter.] In wagon stock it has been our experience that we have to reduce good yard stock to dimension, and when the inspector comes along he is far more exacting than the man who buys it for a wholesale yard. For that reason we prefer to make it into boards.

Mr. Davis—We have not cut any chair stock for a number of years. I lost money on a few carloads and then quit. I have cut wagon stock, however. But I want to hear about furniture stock.

Mr. Ackley—We find more people complaining about the inspection than about the price. The best argument we can give a man is to show him his product after it is on the ground. Lots of these fellows don't see their stock before it leaves their mills. Their men tell them their stock is fine, first class in every respect, and when they see some of it they know different.

Mr. Davis—I think rather, that it is the price. Stock that goes into a chair shows four sides and has to be practically perfect. My own stock was gotten out in good shape. The stock was bundled nicely, well sawed, equalized, and the inspection was good. The highest this stock netted us was about \$7.50—I didn't think there was much money in that, so quit. [Laughter.] Since '93 we have handled a good deal of wagon stock. In cutting bolsters the contents approximates a 1x6-10. Any log that will cut bolsters will cut very largely into firsts and seconds, and a 1x6-10 would go into this grade and stand one standard defect, while a bolster will stand no defect. This shows the price of bolsters is not sufficient. You can't cut a tongue out of a second class log. There is not a log that goes into wagon stock that can't be cut into quartered oak and bring as much as wagon stock. Then the offal is absolutely a cull in wagon stock. These people think they are conferring a favor if they accept defective stock from us at any price. If timber is cut into common quartered oak it would bring \$40. I quit selling green stock in wagon material, in 1898. We accumulated about five or six hundred thousand feet of dry wagon stock and sold at \$45, and first and second quartered white oak at \$40. Since then the quartered oak has risen until it's no trouble at all to get from \$60 to \$70 for 1-inch firsts and seconds. I have never sold any tongues for less than \$60 since 1898. They are worth it. Sometimes I have carried them for twelve, fifteen and eighteen months, waiting for this price. I could have sold my quartered oak over and over at least four or five times in those months. Since 1900 we cut some tongues and figured that we were very foolish to cut our own tongues. We still continue to buy the tongues. There are a great many men who have not figured it out and still continue to cut the wagon stock. We are still willing to buy it at the price the wagon companies are paying. I don't know of a really big, first class mill that is cutting any wagon

stock. It comes from the men that only have a few thousand feet to cut, and who want quick returns for green stock. With the chair stuff, as I said, we have had no experience for eight years.

Mr. Moffatt—We want to tell you that your experience with that \$7.50 stock was probably before the war. I don't mean the civil war, but the Spanish-American. Our stock in chair dimensions, as we are buying it, averages \$35 and better to the mill men. Talk about buying from the small manufacturer—we might buy one car, and if it were not right we certainly won't buy another! The stock must be gotten out right, and we are always willing to pay the price. If you get it up to your price basis, we won't buy any dimension stock at all—we'll buy our own lumber and cut it ourselves. Now when we give a man an order for long and short stock, he will invariably insist upon sending in nearly all short. When it comes to inspection, we aim to take all the stock that will work up. If the stock comes cut to even size and even length, it's all we want.

Mr. Ackley—If we can buy common lumber at the same price we have to pay for dimension, we will take the lumber. I would rather work it over into dimension stock than take any that comes into our yard, and I will get more out of it. We can cut the lumber and not waste fifteen percent.

Mr. Waters—A carload of oak squares came from down in Mississippi. They were all nice and clear, but the entire carload was rejected. There were not ten percent in the car that would have held their square. The whole bunch was rejected on that ground. They were not made right. They could have been made over, of course. I have sold stuff myself, but I have never had any rejections from the same people, worth speaking of. I have one firm to whom I have shipped over eighty carloads, and have never had one rejection made. I load the different kinds of stock separately, so that the manufacturer knows what he is taking out. I give what is thrown out by my men who are loading, my personal inspection. I think if manufacturers would pay more attention to what would pass requirements, and deliver what they agree to, there would not be half the trouble. I saw green stock entirely. I band-saw it and saw it large enough to allow for shrinkage. I saw a car of 3x3 squares shipped from down south just as perfect on the outside as could be. You cut them open and found them all honey-combed. I find the best way in cutting oak squares is to take them right from the log and steam them. I steam all my dimension stock. I speak of white and red oak and white ash, and so forth.

Mr. Ackley—We had some squares that came in three-quarter-inch thick. They were beautifully made. But in steaming they swelled up to one and one-eighth inch thick. Many of them remained one inch thick. So we had to stop buying because of that feature in the oak.

Mr. Garetson—We manufacture every day in the year, but find that our logs cut from September to February dry better all around than any others. When we cut in early spring there is a great deal of trouble. They do almost everything that is bad.

Mr. Davis—I would like to hear from the representative of the Crescent Handle Works.

Mr. Smith—We are just spectators here; we manufacture hubs and spokes and handles.

Mr. Kampf—I think possibly we might get to the item of values, etc., now.

Mr. Davis—I think we ought not to undertake that until afternoon. Think we better have a general discussion until 12:30, and then appoint two committees, one on wagon and implement stock and one on furniture and



chair stock. If there is no objection, we will continue the discussion.

Mr. Clark—We cut everything into dimension from scoots up. We have a very good market for our No. 1 common and better, and our operation in dimension stock is confined to the lower grades. Of course we attempt and usually manage to keep on hand orders calling for a sufficient number of sizes of various lengths and widths that will cut up low grade stock with comparatively little waste. Our percentage of absolute waste is reduced to a minimum. We cut everything 1x2-12 inches and up. We have never had any trouble as far as rejecting stock is concerned. We attempt to make it conform to the requirements of the customer. So far as prices are concerned, our experience has been that there is no fixed price. You take what you can get. If the order looks good, take it. If it doesn't, turn it down. [Laughter.] I suppose we don't manufacture more than three or four million feet a year, but we manage to keep a few saws going most of the time.

Mr. Mohrstadt—I am in the hub and spoke business and the only thing we are interested in is selling our trimmings from those, of which we have quite a good many, and our trouble has been in getting a satisfactory price for the stock. We felt around to see what we could get for it, but didn't think we were justified. As to shrinkage, we find that in our white oak it depends on the quality of the timber. You take tough timber and it will warp and shrink more than another kind of piece. We have had very little experience in chair stock, and didn't think prices would justify us in making it. We get \$12 a thousand, St. Louis.

Mr. Moffatt—We would like a list of everybody who sells for such prices. We could use it.

Mr. Davis—May we not have an expression of some sort from Mr. Defebaugh?

Mr. Defenbaugh—My only interest is the interest of all. Everything that will tend to bring the brethren together would be of use to me, because we want to get something out of them in the way of advertising or subscriptions. I never attend a meeting of this kind that I don't get something of value, and I am sure every man here has heard things that have opened his eyes. I am glad to see the buying element represented here also.

Mr. Davis—I suggest getting some of the other buyers of furniture stock here this afternoon. We would like to have their expressions as to what they need. I am very glad to have Mr. Moffatt and Mr. Ackley here to give us their side of the question. Would be glad to hear from Mr. Groesbeck.

Mr. Groesbeck—Our people operated at Ludington, Mich., for a number of years, and as far back as ten years ago quit dimension stock business because there was no money in it. We thought perhaps the dimension business would help us out in our Kentucky operations, but after a trial, had to give that up. We could do better to even sell our cull lumber. There were as many prices as there were buyers. I saw quotations made last week at Grand Rapids for first and second dimension oak at \$26 a thousand. Eight or ten cars of stock were sold on this basis. Our people sat down upon that sort of thing, and we stopped manufacturing nearly eight months ago.

Mr. Kampf—I got \$19 at the mill, which is located on a 16 cent rate to Chicago.

Mr. Pratt—We have not attempted to get out any dimension during the last year because we could not get the price, and were not posted on the market. The offers made us were not satisfactory, so we burned it up or gave it to the farmers. This is a new issue with us; in the last year we went into the

pattern wagon stock business, and—well, we got a little experience. [Laughter.] I suppose \$5,000 would represent it. We are attending this convention for the purpose of association with others, and I think we ought to get together as some of the suggestions in *HARDWOOD RECORDS* say, not necessarily for the purpose of raising prices, but for the purpose of educating the small mill men, and people like the Pratt-Worthington Company who want to get what the stock is worth. I don't suppose any sawmill man would deliberately sell stock lower than the market if he knew it, but the prices that the manufacturers offer vary so much that it is hard to determine what they should be.

Mr. Hoyt—We don't cut any chair stock, but some wagon stock. We cut a good deal for the New York market. Also for this market. The stock we cut for this market we realize a pretty fair price for, yet it is not satisfactory. We get considerably better prices than a good many, because we try to make a pretty good grade of stock. This must be done if a fair price is to be had. The suggestions of some of the buyers here are so good in regard to the grade, that I think it is well to observe them.

Mr. Davis—Do you, Mr. Moffatt, send out regular printed specifications with your orders?

Mr. Moffatt—No, we do not; we give general specifications, or go and see the man at the mill. We can get better results by the latter course. Certain defects we always overlook—bright sap, for instance.

Mr. Davis—I will now entertain a motion to appoint two committees, one on wagon stock and one on furniture stock. I would suggest that they report on the condition of the trade; what they think it needs, as regards standard sizes, prices and grades; and the value of the material. I don't think we can here establish a price that can be maintained and held to; we can only give expression to what we think it ought to be. No man can independently fix such prices. We realize that the people here and those they represent, and even the whole districts that they represent, would cut a very small figure if they were all to stick entirely to the list of any prices we might make. But we can say we believe it is worth a certain thing, and if somebody else has been getting a good deal less for it, he will try to get nearer what these people think it is worth. On the other hand conditions vary greatly. Mr. Waters, who has been furnishing this stock for a long time and whose product is well known, will be apt to get more money than a man who is going to ship only two or three carloads. Therefore I do not think a convention ought to try to fix an arbitrary price. But I do believe that we should try to make the standard of grades higher, and the prices reasonable, and then all work as near as we can to that particular basis. I hope if this meets the views of the committees that they will keep that end in view and try to base their recommendations along those lines.

Mr. Garetson—I move the committees be appointed as Mr. Davis suggests. Seconded and carried.

Mr. Davis—I appoint on the furniture and chair stock committee, Messrs. Clark, Waters and Bacon. On the wagon stock committee, Messrs. Garetson, Kampf, Hoyt and Pratt. Should like to have them report at the afternoon session.

A motion to adjourn until 2 p. m. then prevailed.

#### Afternoon Session.

Mr. Davis—We are now ready to listen to the report of the furniture stock committee.

Mr. Bacon—I do not know as we have any very detailed report to make. My idea

in regard to this was to make a price on this stock at some point where the rates from all points are more nearly equalized. We could take New York and make a price delivered there and then as we figured east or west, deduct or add 50 cents for every change of one cent in the rate. Our rate to New York is 35 cents, which would be about \$17.50. If we make a price on these different dimensions—each width and length, then we would deduct 50 cents a thousand from each of these as we go west. We would more nearly equalize the matter that way than any other—instead of trying to equalize the stumpage values. It is a matter of impossibility to try to equalize them. It simplifies the matter to make a delivered price at some given point where we all know what the freight rate is—New York, Philadelphia, etc. Then the price will be higher or less according as the freight rate is higher or less. In that way those who are located in close proximity to certain markets will naturally ship into those markets. The other is an inequality that is impossible to overcome. We must follow natural conditions in shipping stock. We have not agreed on any particular prices. I showed the members of our committee the basis on which I have been quoting, and receiving for this stock, f. o. b. our mill. These prices mentioned are simply arbitrary and based on what we could get for the stock delivered on the 35 cent rate.

I would like to hear from other gentlemen as to whether these prices would meet their views. Neither one of my committee appear to have had enough experience to form any criterion. That is probably the experience of about ninety percent of those who have essayed to manufacture this dimension stock. Most of us have been talking about what we could get for it. I want to repeat what I said this morning. Without seeming to favor the users of this stock, after going through their factories and becoming familiar with the uses to which they put it, I agree with them to this extent—that this stock must be made right. If you make a good article in any business, you can get a good price for it, but if you make an article that there is going to be some complaint on, buyers will become wary and your prices will be unsatisfactory. Therefore we ought, first of all, to make this stock right. It should be well manufactured, of uniform width, thickness, length and grade. Those are our instructions, and we look to it very closely and don't have much trouble. Bright sap is considered no defect by any of the furniture factories. If they want it without sap, why charge them accordingly. In order to get at this, we ought to have the experience of some of those who have made and shipped a quantity of this stock. Suppose Mr. Water's rate to New York is 25 cents. Would quartered dimension 1x1-16 inches long, at \$37.50, delivered in New York, on this rate, be profitable to him?

Mr. Waters—I don't cut straight stock, so I can't tell.

Mr. Bacon—Take quartered 1x6 and wider, 16 to 30 inches long, \$52.50 delivered in New York. Would that be profitable to you?

Mr. Waters—No.

Mr. Moffatt—The proportion of dimension stock we buy in quartered oak is very small. The bulk of it comes from plain oak. We can buy red oak 1 inch thick for \$40 in Chicago. In white oak we can buy it at \$50, but our lengths don't run as long as 30 inches. They run up to 23 inches. Plain oak stock can be bought for \$30 in Chicago. We pay about the same price for the two kinds of stock.

Mr. Waters—My stock is all plain sawed, except a few orders that call for quartered. I can't give you much information on the short dimension stock.



Mr. Davis: About what would you want for lumber at?

Mr. Waters: My price sawed stock would be sent at least \$50 cut up; not cut, log run, \$15 to \$20. Plain lumber is worth about \$10 plain sawed firsts and seconds; common, about \$27.

Mr. Davis: If your logs are in third, fourth and seconds, one-third common and one-third culls, your product then would bring you in lumber \$32. But you want it to bring you 5 cents a foot sawn up. What I want to get at is the profit that is added to the lumber by sawing it up. If it figures \$32 a thousand and you cut it up, what profit do you get from it?

Mr. Waters—I don't know.

Mr. Davis: I will ask Mr. Clark about his figures.

Mr. Clark: We have hardly been able to secure the market prices Mr. Waters refers to. Chair stock from 16 to 22 inches,  $3\frac{3}{4}$  or  $4\frac{1}{2}$  inches wide has not brought us more than \$40 f. o. b., Boston rate. We make no rockers at our place at all, only straight stock. Our output is confined to plain oak and poplar exclusively, straight sawed.

Mr. Waters: At the veneer mills I can get more out of some logs than I can to manufacture them. Take a log 30 inches and up. It may have one great big knot in it; I could not afford to ship that to a veneer mill, but I can make half of it into quarter sawed lumber. The other part I can chip up for the dimension stock. I only lose where the knot is, but if I manufacture it into lumber, every board would pass as cull or common.

Mr. Ackley: Generally with common lumber we get eighty to eighty-eight percent out of the lumber. In culls we get seventy-five or eighty percent. We use inch squares but we don't buy inch squares. We don't have to buy them because we buy so much lumber we get all the inch stock we want from the stuff we cut up. We call it a very poor run of common lumber that we can't get eighty percent of dimension stock from.

Mr. Davis: So then in cutting up there is ten percent difference between commons and culls, while there is fifty percent in price of the lumber?

Mr. Moffatt: We could flood our place with inch squares for \$17 to \$18. We get those quotations right along.

Mr. Bacon: I want to call attention to a remark made by Mr. Ackley this morning. I don't quite understand it. Is it not a matter of fact that "price" and "inspection" are inseparable terms?

Mr. Ackley: We get a price and then we send in our specifications, and don't have any trouble about the price. [Laughter.] Whenever we order one or ten cars we make it subject to the inspection of the first car. We don't like to start with new people. As was said this morning about the \$40 and \$65 prices, we want to get the stock and get it right.

Mr. Davis: I don't think Mr. Moffatt and Mr. Ackley are exactly clear in what was said about getting a price and then sending out the specifications. I don't think that in fact the price is determined by the inspection of the stock. I think they are fair in their statement and I think it is better to have the price determined as fully and freely as they have.

Mr. Davis: Mr. Ackley says that it does not make any difference with them what price they pay just so long as they get the goods. I think is generally true. Now,

association must be formed. Don't use our grades and the other fellow's prices!

Mr. Davis: What do you want to do with this report of the committee as you have heard it? Shall they give a more definite one or do you want to accept this as their report? I think in the matter of grading, it is generally conceded that the stock has to be free from all defects, cut to the proper size, weight and sap no defect. There seems to be no objection to that.

Mr. Ackley: We have more trouble with the inspection on sizes than we do on quality.

Mr. Bacon: Do you accept stock that is a trifle larger than the size you order?

Mr. Ackley: If it is square we accept it all right.

Mr. Bacon: Do you leave a leeway of 1-16 inch over size?

Mr. Ackley: Yes; it must not be under size; it may be over.

Mr. Waters: I have made some squares and I know what a trouble it is to have squares that are not squares. I have a contrivance for preventing this. I make it a point never to have them over one-eighth inch out of square. On my chair rockers I allow one-sixteenth inch for shrinkage and one-eighth inch for frizzing—I mean one-eighth inch on each side of the rocker.

Mr. Davis: Now, shall we receive this report or refer it back to the committee and let them work on it at some future time?

Mr. Hoyt: I move we accept the report and continue the committee.

Mr. Davis: Silence reigns.

Mr. Bacon: I move two or three in each state interested in dimension stock be asked to outline their views on prices, etc., and let several more recruits be found for the committee. I still think that to avoid confusion we should have a common basis. In other words, what is wanted for certain stock at a certain rate? I picked out New York because at that point the rate is more nearly equalized. Then the prices in other states will be relative to the prices in New York, etc.

Mr. Davis: I suggest that we continue this meeting in the form of a permanent organization, and let Mr. Gibson furnish a list of names from the different states of people interested, and submit to those men a list of questions in such form that they will only have to write the answers and return. Let the secretary compile these questions in the best form he can and submit them and then we will call another meeting later on.

Mr. Gibson: I believe this can be accomplished, but I think it would be wise to form a permanent organization and establish a name and elect officers until the next meeting, and I will take pleasure in doing all I can for you toward grouping together people who should be interested in this movement.

Mr. Davis: It seems to me that there should be some little provision made for the necessary expense of correspondence, etc. What shall we do about this?

Mr. Clark: I concur in the views expressed by Mr. Davis and Mr. Gibson, and I may say that so far as our company is concerned we will be willing to contribute even now, pro rata, any amount that might be necessary to effect this organization and provide for a remuneration for the secretary until such time as we can make the matter a more thorough test. Just as to what this organization should be I think should be discussed a little more thoroughly possibly.

Mr. Waters: I don't think it is wise to contribute toward any expense that may be incurred until we have a more thorough test. I think it is better to have the matter discussed a little more thoroughly possibly.

Mr. Gibson: I would suggest your present temporary secretary as there is nobody better able to give the matter the right kind of attention. I think he is one to be continued in this position. I will be glad to do all I can to get people interested and get them here next time. I think the start is a mighty good one. I have seen all the other lumber associations established, and I tell you there was not one of them that had as good a start as you have right here. I think every man has learned enough to pay him for this visit.

Mr. Clark: I move that this present organization be made permanent and that the present chairman be elected president and the present secretary be continued until such time as the president and secretary may see fit to call another meeting to perfect the organization. In other words, that we effect a permanent organization here today, carried.

The motion was seconded by Mr. Hoyt and

Mr. Gibson: I suggest that the chair appoint a committee on constitution and by-laws to have ready for the next meeting.

A motion to this effect was carried.

Mr. Davis: I appoint Mr. Garetson, Mr. Gibson, Mr. Bacon and Mr. Clark to serve with the officers on this committee. We are ready for the report of the wagon stock committee now.

Mr. Garetson: We have decided that the following is a fair schedule of prices: Bolsters 3x4 and to 4x5, \$45; reaches 2x4 to  $2\frac{1}{2}$ x4 $\frac{1}{2}$ -10 and 12 ft., \$45; larger sizes and tongues, \$50. These prices f. o. b. Ohio river points. If we can publish these prices and get a few people to know that the stock is worth that it will tend toward getting nearer these prices, which are not at all too low.

Mr. Pratt: I would like to hear from some of the gentlemen who manufacture fellows as to their ideas in regard to the fellow business. The question seems to me an important one to the wagon stock manufacturer, especially when it comes to standard-sized fellows. I think they are sold away below what they should be, and at a great variation.

Mr. Garetson: Possibly it would be better not to make our report as a report until such time as we could be able to talk with more people who make this stock. There is a good deal to be said as to fellow production, and it ought to be gone into pretty thoroughly, the same as the other dimension stock. One thing we have not touched upon is the price of agricultural implement stock. Today it seems almost impossible to get together, and we are all in different lines of manufacture, so we really could not arrive at any definite proposition. I would judge that there is nobody in the party who has given that the study it should have. If anyone has any prices to offer for fellows would like to have them go in on the report.

Mr. Bacon: Can't this committee be continued and treated the same by Mr. Gibson as the other committee, following out the idea of getting information from different manufacturers? I move that this be done.

Mr. Davis: I think this is the proper thing and hope the committee will go to work at once and send out a circular letter getting information which can be tabulated taking into consideration the buyers as well as the sellers' views of this matter. We will have to consult the buyers and conform some to their dictates. We can't turn the world upside down, but in this way can arrive at a more satisfactory conclusion than if we only have our own side to consider. Motion seconded and carried.

Mr. Davis: I move we adjourn until the 10th or 12th of next month. The chairman carries.

Mr. Davis: I move we extend a vote

of thanks to Mr. Gibson, who has done a vast amount of work and spent quite a lot of time and money upon this proposition. Carried.

Mr. Davis—Also to the management of this hotel for their co-operation in making the meeting a success. Carried.

#### Notes.

The president of the Hardwood Dimension Association, Edward L. Davis, is of the well known hardwood lumber and wagon stock dimension house of Edward L. Davis & Co. of Louisville, Ky. Mr. Davis is one of the foremost producers of wagon dimension material in the country, and operates two sawmills on

the Louisville & Nashville railroad, about midway between Louisville and Nashville; his concern is also a large buyer from small mills.

Charles S. Bacon, who was elected secretary, has been identified with lumber production in Michigan for more than twenty years, and during the last two or three years has become interested in the manufacture of oak lumber and dimension stock in Alabama and Louisiana. He has one mill in operation at the present time at Bellamy, Ala., and is engaged in the erection of a second plant at Tremont, La. Mr. Bacon is president of the Bacon Lumber Company, and his principal office is at Grand Rapids, Mich.

## Handling Veneer Blocks.

Recent articles in the *HARDWOOD RECORD* have discussed veneer factory plans and have pointed out that the carrying out of details in this work depends somewhat on local conditions. Methods of preparing logs for veneer cutting have also been given, and now there remains, between the boiling vats and steam boxes for preparing logs and the veneer machine, room for discussion of present day methods and suggestions for possible improvement.

Manufacturers of veneer hold different opinions in regard to where boiling vats and steam boxes should be located, and the question has incidentally been referred to in an article in these columns on planning a veneer factory. Some prefer to have the vats as close as possible to the veneer machine, while others want them as far away as practicable to avoid the heat and steam arising from the vats, which, added to that which arises from the block while it is being cut, is frequently a source of much annoyance, especially in frosty weather, as it not only befores the atmosphere around the veneer machine, but condenses on belts and pulleys and seriously interferes with their pulling power and incidentally does considerable damage. Generally, however, the vats are located outside the main building near enough to the veneer machine so that when the blocks are lifted from the vat with a crane and let down on the floor or deck they will not have to be rolled any great distance to the crane that is used to hoist them into the veneer machine. In other words, between the vat and veneer machine there are generally two cranes and a peeling deck. A block in proceeding from the vat to the veneer machine in the average plant is taken out of the vat by a man with a hand crane, who lets it down on the floor or deck, generally outside, but close to the big door facing the veneer machine. Releasing the hooks or tongs, he takes an axe and skinning spud, which is nothing but a bar of steel flattened at one end, peels off the bark and trims off protruding knots. The next step usually is to swing the block up in another crane which is so set that it will swing it into the veneer machine between the chucks. This man's work practically ends, however, in swinging the block up to the right height and measuring across each way at each end of the block, locating the center

and punching it with a type or center punch, furnishing an entering point for the points on the chuck spindles and to act as a guide in centering the block in the machine. There are some variations in this practice, of course, but this method of procedure is fairly representative of that in use to-day in most veneer plants, especially those of small or moderate size.

In making a study of the movements of logs intended for veneers after they are cut into blocks and go to the boiling vats and thence on to the veneer machine, one is impressed with the idea that there is not as much systematic and automatic handling as obtain in the modern sawmill. In an up-to-date sawmill logs are not only pulled up by power mechanism, but there are steam bumpers for knocking them out of the bed or trough of the endless chain, mechanical knees to hold them in position on the log deck, and steam niggers with which to load them on to the carriage, so that a log is oftentimes not touched with a hand appliance from the time it goes into the log pond until after it is made into lumber. The question that naturally follows this impression is, can we not devise more modern means for handling blocks from the vats to the veneer machine? Improvements are being offered from time to time, especially where local conditions are such as to suggest the use of special apparatus, but it is remarkable to note the great number of hand appliances in use in the form of cranes, chain blocks and overhead trolleys, and to observe how much of the work is done by what we might term main strength and awkwardness. The writer was at one time making the rounds of an enormous veneer plant, in company with the manager, on which money had been expended lavishly in securing every modern improvement at all points, and yet out at the boiling vats there was the same old hand crane that we find in the less pretentious factory for pulling the logs out and dumping them on the deck to be peeled.

It is a little difficult to figure out to what this lack of power appliances for handling veneer blocks should be charged, but, paradoxical as it may seem, it is probably due in part at least to the fact that blocks are handled twice between the vats and the veneer machine. They must be released or un-

loaded from the crane that pulls them out of the vats to be peeled before they are swung into the machine. This peeling is done by hand. A subject of much thought and discussion has been the devising of some method of doing this work mechanically. One of the most logical suggestions made along this line is that the veneer machine be equipped with a special knife and carriage to take off the bark and smooth up the block while it is in the machine, prior to its being worked up by the main knife. This idea, however, has never been developed to a successful issue, and its carrying out would probably add so much to the complications and cost of the veneer machine that it is doubtful if it will ever come into general use. In fact, no idea or suggestion for taking the bark off veneer blocks mechanically has ever been advanced that has met with enough general approval to gain recognition and come into general use. It should not be assumed from this that there never will be any mechanical method devised, because we are always finding some new and better way to do things, but it is well for those who undertake to solve this problem to bear in mind that it is not as easy as it looks, and any machine for doing this work must not only be inexpensive but must show very decided advantages in order to gain favor at the hands of the knowing ones in the veneer machinery trade.

The task of taking blocks up out of the boiling vats and delivering them between the chucks of the veneer machine, and having to unload and pick them up the second time as in the practice of to-day, should be an argument for instead of against using power appliances in handling them. What the veneer trade needs is to form a closer acquaintance with electric cranes and trolleys, and also pneumatic hoist, because out of a close acquaintance with both these systems of hoisting and handling weights there ought to be readily developed something that will be worth while in the handling of blocks between the boiling vats and the veneer machine. Some may prefer electricity, and others may see points of advantage in pneumatic appliances. Both have their good points, and the study of either ought to bring some light to the trade that would make it worth while. There is work enough for the man that handles the blocks without having to exhaust his strength on a hand crane or a hand chain block, and besides a power appliance for doing this lifting would save time and should incidentally save enough money to pay for itself every year it is in use.

#### Woods of Extreme Hardness.

The hardest known wood is said to be *coars* wood. It is employed in the manufacture of flutes, clarionettes and other musical instruments. The cone which it produces is thick and powerful. Another extremely hard wood is the desert ironwood. Its heart is black and is so hard that when well seasoned it will turn the edge of an axe, and it scarcely can be cut by a well tempered saw.





VIEW OF GAULEY COMPANY PLANT FROM BELOW THE DAM



BIG POPLAR LOGS IN THE BOOM ABOVE THE MILL

## News Miscellany.

### New Acquisition Cherry River Boom & Lumber Company.

The Cherry River Boom & Lumber Company is one of the largest producers of hard and soft wood lumber in the country. It has acquired the property of the Gauley Company, and has taken over the operation. The Cherry River Boom & Lumber Company is the owner of 110,000 acres of timber lands at Richwood, W. Va., on the Richwood division of the Baltimore & Ohio Railroad, 224 miles south of Connellsville. During the current year it has produced at this plant approximately 60,000,000 feet of spruce, hemlock and hardwoods, and in addition has purchased nearly 40,000,000 more, making the total handlings nearly 100,000,000 feet. The timber property of the Gauley Company now acquired by the Cherry River Boom & Lumber Company is approximately the same acreage as the original holdings of the Gauley Company. It is located at Camden-on-Gauley, twenty-four miles north of Richwood. This is one of the richest, if not the richest, tract of timber in West Virginia, and consists of poplar, oak, cherry and a variety of other hardwoods, and on the higher levels, a large amount of hemlock and spruce. The Gauley Company has been a subsidiary company of the Baltimore & Ohio Railroad, and was taken over by this road from Senator Camden when the company purchased from him his railroad running south from Connellsville, which is now known as the Richwood

division. Heretofore the plant has been operated by agents of the company, and the output has been sold through Price & Hart of New York City.

Accompanying this article are several illustrations of features of the plant at Camden-on-Gauley. However, since these views were made, the great double band mill has been rebuilt and much improved in many ways, a railroad has been constructed, and other general improvements, costing a good many thousands of dollars have been made.

This acquisition will mean an increase in the annual output of the Cherry River Boom & Lumber Company of more than 30,000,000 feet. It is the intention of the company to use the Gauley mill very largely for cutting hardwoods, which will relieve the Richwood plant of anything but straight spruce and hemlock production. It is expected that this system will greatly facilitate the company's manufacturing system, as it will leave the Gauley plant practically an exclusive hardwood operation, and tend to specialize. The company will run the Gauley operation at its full capacity, which means a splendid and increased output of West Virginia hardwoods for Sales Manager C. E. Lloyd, Jr., to handle through the Philadelphia general sales office. It will be a matter of congratulation to the lumber trade generally to know that the Baltimore & Ohio has consented to dispose of this property and put it into logical position, as one of the chief lumber propositions of West Virginia.

### Canadian Forestry Convention.

The Canadian forestry convention, according to the Toronto World, which is called by Sir Wilfrid Laurier to meet in Ottawa in January next, will give opportunity for discussion by representatives from all parts of the Dominion of important questions relating to forest management which are among the most pressing with which Canada has to deal.

The riches of a country are its natural resources. At the basis of all the industries of Canada are the rich agricultural lands, the vast forests, the mines and the fisheries, which supply the raw material for commerce and manufacture. Destroy these and the foundation of prosperity perishes. The history of many an ancient state, once flourishing, but now lost in the sands of the desert, gives evidence of the truth of this statement. The forests disappeared from the hills and the streams departed with them, agriculture languished and finally became impossible and the population melted away, leaving nothing but desolation behind. While such direful results may not be possible in Canada, yet it is difficult to realize how far-reaching may be the evil results of forest destruction and the difference will only be in degree, not in kind. And why should we needlessly reduce our national resources when in the increasing intensity of national and business life we will have need for every advantage which can be obtained?

The present forest wealth of this country and of this province is not the product of this generation. It is the result of processes that have been going on through years and centuries of the past. It is a public resource, hoarded up by mother Nature in the days gone by, and it should be used for the public benefit and not



THE DOUBLE BAND SAWMILL



CORNER OF THE DRY KILN SHOWING WIDE POPLAR

destroyed or exploited as individual fancy or interest may dictate.

The Province of Ontario has a vital interest in this question. She has 25,000,000 acres of land that are valuable only for their forest growth. In the north are great forests of spruce, suitable for pulpwood, estimated at 288,000,000 cords. The annual provincial revenue from the forests is close to \$2,000,000. If means can be taken to perpetuate the forests and make the revenue derived from them a permanent and increasing factor, it is surely only wise to make an effort to discover them and put them in practice.

The convention will take a wide survey of the question. The first division under which it will be considered is the relation of the nation to the forest. This will bring up the subject of forest protection, the forest reserves and their administration, the methods of raising public revenue from the forests, etc., all of which are practical matters upon which information and discussion are required. One thing should be kept clear, that the interest of the nation in the forest is the paramount interest.

The lumber and pulp industries and other businesses and manufactures that require wood supplies will have an opportunity of presenting a statement of their requirements. Few people realize what immense quantities of wood materials are used in Canada, or that a large part of the hardwoods are imported from the United States. It will be well to understand clearly to what extent our industries are dependent on the raw materials supplied by the forests and to realize its large place as a national resource.

Agricultural forestry will, as its importance deserves, be given a special place on the program. No side of the question is more important. Anything that can be done to make farming more profitable by the planting or proper management of wood lots and shelter belts will be directly and indirectly a great source of benefit. Increased supplies of wood will mean greater comfort and better returns to the farmer, while indirectly the woods will protect the crops and conserve the moisture.

#### Freight Traffic Manager of the Pere Marquette.

Since the Erie Railroad system became owner of the Pere Marquette Railroad, its policy in connection with the handling of this property has been a matter of more than passing interest to shippers.

Under date of Nov. 11, from the office of the vice president, H. B. Chamberlain, approved by F. D. Underwood, president, there was issued a circular stating that A. Patriarche is appointed freight traffic manager of the Pere Marquette, with office at Detroit. This information will be received with great pleasure by the majority of shippers, and notably shippers of forest products, who have done business with the Pere Marquette Railroad for many years.

Than A. Patriarche there is probably no freight traffic manager more highly esteemed. He has been brought up with this system and the chief line which went to make it up when it was reorganized into the Pere Marquette Railroad Company some years ago. These roads were the Flint & Pere Marquette, the Chicago & Western Michigan and the Detroit, Grand Rapids & Western. The consolidated system comprises more than 2,000 miles of finely equipped railroad lines, very largely within the confines of the lower peninsula of Michigan, and reaches in a comprehensive network nearly all the principal cities of the lower peninsula of the Wolverine state. That the road has fallen into its logical place as part of a still greater system, goes without saying, and it is esteemed particularly fortunate that the Erie management should continue in office as the chief of its traffic depart-

ment a man who has done his work with such acumen, integrity and success as has A. Patriarche.

Mr. Patriarche was born on the Island of Jersey in 1849, and entered the service of the Flint & Pere Marquette Railroad as local agent at Bay City, in January, 1875. His advance in the freight service of this road has been constant. Within a few years he was promoted to the general western agency of the company at Milwaukee. He was then advanced to assistant general freight agent, and soon after to general freight agent. In 1891 he became traffic manager of the Flint & Pere Marquette Company, and on the consolidation of this company with the several other roads making up the Pere Marquette Railroad system, he became its traffic manager.

In the development and management of the traffic of the Pere Marquette Mr. Patriarche has evinced abilities of the very highest order. He is not only a general traffic man, but he is preëminently a lumber traffic man. He knows the requirements and necessities of lumber traffic perhaps better than any other man in this country. In manner, he is exceedingly quiet and extremely reserved, and yet his opinion and judgment are always regarded as of the highest importance at every



A. PATRIARCHE, DETROIT, MICH.

railroad traffic conference. Although offered in a quiet and unostentatious way, the clarity of his judgment at such conferences is always recognized and his opinion invariably dominates. His sense of fairness and justice is so accurate that the majority is always with him on important questions. Personally he is the personification of dignified good nature. Access to his private office is just as easy of attainment to the lowliest employee as it is to the greatest railroad magnate in the land. There is no uniformed page between Mr. Patriarche and any man who has business to transact with him. It is perhaps this element of his character that has gained the respect and confidence of practically every shipper in the state of Michigan.

#### Addition to Factory Completed.

The new addition to the plant of the Roddis Lumber & Veneer Company at Marshfield, Wis., is now completed and in use. It is three stories in height and 32x108 feet in dimensions. The first floor is devoted to the shipping department, the second to the slicing department and the third is a drying room.

This new building greatly increases the company's facilities for handling its constantly growing business. The products of the fac-

tory find a ready sale in all parts of the United States, and Canada as well as foreign countries. Exceptionally fine work in mahogany and quartered oak is done here and the possibilities of veneer manufacture are being developed to a remarkable extent. A large part of the glue room is devoted to working up the veneer into very artistic designs and special forms of furniture, pianos and other lines of manufacture.

The Roddis Lumber & Veneer Company also operates a large modern sawmill at Park Falls, Wis., in charge of George W. Campbell, where it owns large tracts of valuable hardwood timber and a logging railroad.

The story of the growth of this company typifies the marvelous development made during the past few years in a practically new industry. From a very modest beginning it has grown, through the wise management of W. H. Roddis, president, and Hamilton Roddis, secretary and treasurer of the company, who personally superintend operations, until today it is a great and profitable business.

#### Of Value to Northern Michigan Towns.

Tower, Cheboygan county, Mich., is to have another railroad. The Michigan Central is building a branch from Wolverine in that direction. While the matter has not been made public it is rumored that the road will be extended to Onaway, thence to Rogers City, making a connection with Lake Huron and from there to Alpena. This is probably not the exact route to be adopted, but there are good prospects of the road being built through Presque Isle county next year.

The branch will pass through an area rich in hardwoods, pine and cedar, and although lumbering interests are expected to furnish most of the road's business for a few years at least, it will be wide gauge, with standard rails and an excellent roadbed. A new railroad will mean much to the commercial progress of Tower, Rogers City, Onaway, and other northern Michigan towns.

#### Notable Forest Monarchs of the Buckeye State.

It is a pretty sentiment that put into the deed transferring to the board of education property on Hicks street the provision that a giant oak, nearly fourteen feet in circumference, should be preserved carefully, says the Cleveland Leader. Any fine old tree is worthy of much respect. Cities cannot be too reluctant to cut down forest monarchs that have survived the change from wilderness to town.

But Ohio has had many trees that made a birth of fourteen feet seem commonplace. The late President Rutherford B. Hayes measured a famous white oak near Sarahsville, Noble county, in 1875, that was thirty-four feet in circumference. Its trunk towered seventy-eight feet without a bend to the first branches. The top of the magnificent tree was worthy of its trunk. This giant oak was cut down in 1889.

Near Marietta General Putnam found a black walnut twenty-two feet in girth. Not far away in Washington county, there was an elm, much later, which measured twenty-four feet in circumference two feet from the ground. Another Ohio tree of enormous size was an elm that long stood back of the Methodist Episcopal parsonage in Chillicothe. It measured over twenty-eight feet in girth a foot from the ground and twenty-two feet three feet from its base. The top of this magnificent tree covered about fifty-five square rods, or a third of an acre, roughly speaking.

But the most famous of all Ohio's giant trees was a hollow sycamore that stood in the rich bottom lands of the Scioto river, in what is now Valley township, Scioto county. This tree had a trunk twenty-one feet in diameter



exceeded forty feet. The opening into the hollow of the trunk was ten feet wide at the bottom and nine feet high. In June, 1808, thirteen men on horseback rode into the hollow of the trunk, and there was room for two more. California alone can beat that tree story.

### The Holland Willow Works.

There are comparatively few factories in the United States manufacturing willow ware, and the Holland Willow Works of Holland, Mich., one of the largest in the country, although operated to its fullest capacity, is unable to supply the great demand. The plant has this year turned out over a thousand dozen clothes baskets, besides many small orders for baby and doll carriages, various kinds of baskets, and children's chairs. The entire output was purchased by Chicago parties.

The company expects to harvest over 125 tons of willow whips this year, although Manager A. W. Gumser says that the crop of willows is much lighter this season than usual on account of the continued wet weather. This crop will be cut from the 100 acres of timber land owned by the company in various parts of Michigan; 60 acres in Newaygo county, 35 near Holland and 5 in the vicinity of Muskegon. The company proposes to plant an additional 30 acres in willow seedlings, so that next year's cuttings should approximate 200 tons.

### Officers National Lumber Insurance Company.

The National Lumber Insurance Company of Buffalo, the organization of which was announced in the last issue of the **HARDWOOD RECORD**, has elected officers and directors for the ensuing year. The company starts out with a capital and surplus of \$250,000, and will engage exclusively in the lumber fire insurance business. Its principal office is in the Fidelity Trust building, Buffalo. The officers elected are as follows:

President, M. S. Tremaine, Buffalo; vice president, Carlton M. Smith, North Tonawanda; secretary, William P. Haines, Buffalo; treasurer, H. E. Montgomery, Buffalo. Directors: Carlton M. Smith, North Tonawanda, N. Y.; G. B. Montgomery, Buffalo, N. Y.; H. E. Montgomery, Buffalo, N. Y.; M. S. Tremaine, Buffalo, N. Y.; Frank C. Rice, Springfield, Mass.; George S. Dailey, North Tonawanda, N. Y.; William P. Haines, Buffalo, N. Y.; Lewis Dill, Baltimore, Md.; M. E. Preisch, Buffalo, N. Y.; A. W. Booth, Bayonne City, N. J.; H. C. Mills, Buffalo, N. Y.; H. F. Taylor, Buffalo, N. Y.; R. D. McLean, Buffalo, N. Y.; R. W. Higbie, New York City; R. S. White, Brooklyn, N. Y.; W. C. Laidlaw, Toronto, Ont.; William L. Marcy, Buffalo, N. Y.; H. P. Smart, Savannah, Ga.

### New Branch House.

E. C. Atkins & Co., Inc., the prominent Indianapolis saw manufacturers, opened a new branch house at New Orleans, La., November 15. The store occupies a large building at the corner of North Peters and Canal streets. It will be stocked with a full line of circular, band, and mill saws of all kinds, cross-cuts, band, back, and other saws and machinery of every description, saw tools, filling room machinery, etc. Considerable stock of lumber is also kept on hand.

Mr. A. C. York, Jr., represents the company in southern Arkansas, Texas and Louisiana. Mr. H. B. White will be his assistant. Mr. White has long been head of the firm at New Orleans, La., and is well known in the lumber trade.

ern trade will have jurisdiction over the Memphis, Atlanta and New Orleans branches, with the title of general southern sales manager.

### Fort Wayne Plant National Handle Company.

It is said that the Fort Wayne plant of the National Handle Company is the largest handle factory in the world. This institution is the second largest user of freight cars in that city. The plant last year shipped abroad upwards of 130 carloads of handles. The principal European markets to which the goods were sent were London, Liverpool, Birmingham, Rotterdam, Hamburg, Frankfurt, Bergen, Odessa, Christiania, Gothenburg and Copenhagen. A large quantity of handles are also shipped to Cape Town and other South African cities. Australia is another large buyer of American handles, as are the chief cities of South America. Even Mexico, China and Hawaii purchase them extensively.

Very few people are aware of the fact that the United States supplies practically all the handles of the world. This not only includes tool handles, but those used in all forms of agricultural implements, shovels, forks, rakes and hoes. This country also produces the greatest amount of broom handles, and probably is the largest maker of wooden-backed brushes, although it is just possible that Germany runs a close second for this honor. Besides the vast amount of finished handle work that is produced here, there is a great quantity of small dimension material cut and shipped in the rough to European countries, which is there turned into various forms. The foreign buyer refers to this class of stock as wood billets. After being taken to England, France and Germany this material is remanufactured into spindles, toys, bundle sticks and an infinity of other articles.

### Historic Tree Near Baltimore.

A gigantic chestnut tree with a girth of about twenty-five feet, under whose branches in 1777 Washington and Lafayette held a council of war, and ate their meals while camping when the American army was marching from Baltimore to Philadelphia, is one of the many objects of interest shown to visitors on the McCormick farm near Baltimore, says the Baltimore American. It is alleged that the foregoing statement is not a tradition, but a well authenticated fact, abundantly attested by the archives of the McCormick family.

### The Lasting Qualities of Hard Maple.

C. D. Smith of Edgar county, Illinois, writing in Wallace's Farmer, tells a story about the lasting qualities of hard maple which will at least interest hard maple manufacturers and prove a good advertisement. The writer says he has recently torn down a house that was built in 1838, all the sleepers of which were of hard maple, which were as sound as a hound's tooth. He has employed the same timbers in constructing a new house, and he alleges that apparently they are as free from decay as though they had not been in use for sixty-seven years.

### Miscellaneous Notes.

George S. Clark & Co. have leased the mill formerly operated by the George S. Bradford Knitting Company at Bennington, Vt., and will manufacture handles and backs for brushes of all kinds. The concern's headquarters are at Lansingburg and it operates a sawmill at Shaftsbury.

The establishment of a hardwood mill at Colfax, La., within the next few weeks, is announced. Although the organization of the company is not yet completed, it is understood that Clarence Ellerbee of the Louisiana Railway & Navigation Company and other parties prominent in railway and lumber fields are interested in the project.

The Ruedy Bushing Company of Toledo was incorporated recently with a capital of \$25,000

by Harry W. Ruedy, Ulrich Ruedy, Elisha B. Southard, Carus J. Southard and Charles H. McDonough. For the present the company will use the plant of the Etna Machine Company in its manufacture of bushing.

The Hardwood Manufacturing Company has been incorporated at Louisville, Ky., by Ansel Woods, E. Marion Allen and B. F. Gardner.

Marcus Nelson is about to begin the construction of a sawmill at McGregor, Minn., where he will cut principally hardwoods.

Fire, which is believed to have been caused by an overheated steam pipe, destroyed hardwood, cedar and pine stock at the car shops of the Pennsylvania Railroad Company at East Buffalo, N. Y., recently, damaging \$7,000 worth of property.

A company subsidiary to the Hackley-Phelps-Bonnell Company, which will probably also be located at Hackley, is now being organized to erect and operate a large plant to manufacture birdseye maple, basswood and birch veneers. The company will be capitalized at \$50,000. Aside from Charles A. Phelps the parties interested are not known.

Custom house reports show that during the current fiscal year there has been a notable increase in the importation of precious woods from Mexico. Immense quantities of rich hardwoods have been shipped to New York and Bristol, Tenn., from Vera Cruz and Tampico.

Floyd & Jones of Wilmington, N. C., recently shipped a cargo of poplar to the Wood Pulp Company of Philadelphia. Next month a steamer will leave Wilmington with a cargo of gum timber for the Acme Tea Chest Company of Glasgow, Scotland.

The exporting of staves from Gulf ports to France, Spain and Portugal has been unusually active this fall, several steamers having recently taken full cargoes, valued at more than a million dollars. Staves for export are made in various sizes, according to their use. Some are less than one foot long and others as long as ten feet. Prices also vary, ranging from a few cents to \$4 and \$5 each. Dealers in staves are authority for the statement that the hand-made stave is more in demand than the machine-made article and brings a much higher price. European buyers base their judgment on the fact that nothing but straight-grained wood can be hewn into staves, while if machines are used the staves can be fashioned without regard to the grain. A few years ago Louisiana furnished a large part of the staves exported from the Gulf ports, but the stave timber was gradually exhausted in that state, and stave makers have moved over into eastern Texas. It is said that the industry is just in its infancy in Texas and that the business will increase steadily for some years to come.

Setter Brothers of Cattaraugus, N. Y., are about to broaden their hardwood manufacturing interests by the addition of another veneer factory, which they will build at Wanakena, N. Y. The new mill will be 80x200 feet and will be equipped throughout with modern machinery, costing altogether \$25,000. It will employ about thirty men.

A special meeting of the New Hampshire Lumbermen's Association was held at the New American House, Boston, Nov. 15. The meeting was called to take up the matter of car staking. W. C. B. Robbins, who attended the Chicago convention as a delegate, sent in his report which was read. It was decided to let the matter of raising funds for the National Wholesale Lumber Dealers' Association go over to the next meeting. The board of directors called upon the officials of the Boston & Maine Railroad before the meeting and reported that President Tuttle appeared much interested in the matters talked of. The road promised to see what could be done in the matter of car staking.



# Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

## Chicago.

James Oliver Walsh, sales manager for Upham & Alger, was married Nov. 15 to Miss Rena Cummings, also of this city. They left immediately after the ceremony for a two weeks' trip through the South. Mr. Walsh has been engaged in the lumber business here for the past five years.

D. F. Diggins of Cummer, Diggins & Co., hardwood flooring and wood chemical manufacturers of Cadillac, Mich., was recently elected vice president of the National Wood Chemical Association, organized at Buffalo Oct. 25.

Thomas N. Nixon of Wistar, Underhill & Co., Philadelphia, spent a few hours in Chicago last week, en route home from a month's trip through the northern states and Canada.

Frank F. Woods, manager of the S. A. Woods Machine Company, Boston, Mass., paid a flying visit to this city on Friday of last week.

Samuel B. Knight of St. Louis, Mo., has been appointed industrial commissioner of the Wabash system of railroads, the appointment to take effect Jan. 1, 1906. Mr. Knight entered the employ of the road in 1874, and is one of the best known and most popular men in the railway world. He is thoroughly familiar with all departments of the work, having served as train dispatcher, division freight agent, assistant general freight agent, and general freight agent. Probably no man in the employ of the Wabash is so well qualified to act as head of this newly established office, as is Mr. Knight. His long familiarity with every mile of the road, his knowledge of its needs and interests everywhere, make him specially fitted for his new duties.

Among the callers at the RECORD office during the past week were Thornton A. Green of Ontonagon, Mich.; William J. Wagstaff of Oshkosh, Wis., and Ira B. Bennett of San Francisco, Cal.

The management of the Hoyt & Woodin Manufacturing Company, the Hoyt & Woodin Cypress Company and the Good Land Cypress Company announce that headquarters have been established in the Hibernia Bank building at New Orleans, and that the Memphis office has been permanently discontinued.

The Vehicle Woodstock Company, of which Fred A. Curtis of this city is secretary, held a meeting at the Great Northern Hotel, Nov. 21 and 22. The principal feature of the meeting was a discussion of ways to preserve a supply of raw material suitable for the making of bent wood stock for carriages and wagons. It was declared that oak and hickory are disappearing so rapidly that the price of raw material is becoming almost prohibitive.

H. P. Coe of Painesville, O., manager of the Coe Manufacturing Company, has been in the city some days, figuring on a big veneer machinery contract. Mr. Coe states that the Painesville plant has been running for some months on fifteen hours' time, and within a few weeks will put on a full night shift, owing to the accumulation of orders which it has been impossible to execute with promptness on day runs. The company is engaged in the construction of several additions to their already mammoth plant, and expects very soon to be able to keep up with the extraordinary demand for Coe veneer cutters and drying apparatus.

The HARDWOOD RECORD acknowledges receipt from A. E. Beebe, secretary and treasurer of the Wisconsin Hardwood Lumbermen's As-

sociation, of a neat pamphlet containing the revised rules for the measurement and inspection of hardwood lumber. A note incorporated in the pamphlet says that the rules in the main are the same as those originally adopted on March 15, 1896, which were revised Sept. 15, 1896, revised and rewritten Jan. 11, 1890, Sept. 17, 1902, and Sept. 19, 1905. It also says that the Wisconsin association's inspection rules are now the same as those of the National Hardwood Lumber Association, which will insure a greater uniformity of inspection throughout the country. The pamphlet also contains a list of the officers, directors and committees of the association, its constitution and by-laws, uniform terms of sale agreement, and membership roll.

## Boston.

The Massachusetts Wholesale Lumber Association held its annual meeting at Young's Hotel, Nov. 14. The following officers were elected: William E. Litchfield, president; H. B. Clark, vice president; W. C. B. Robbins, secretary and treasurer. President W. E. Litchfield was elected delegate to the Boston Associated Boards of Trade. Secretary Robbins, who attended as a delegate to the Interstate Commerce Law Commission, offered a very interesting report and an appeal from the National Wholesale Lumber Dealers' Association for funds to help fight their case relative to car staking that is to come up before the Interstate Commerce Commission. It was finally decided to leave this question in the hands of a committee. Another important matter discussed was whether the association should ask the Lumber Trade Club of Boston to join with them. This matter was also left to a committee. A number of prominent firms were elected to active membership.

W. C. B. Robbins, manager of the Suncoek Valley Lumber Company, has gone to New Brunswick on a three to four months' trip.

Frank F. Woods, treasurer of the S. A. Woods Machine Company of this city, has recently returned from a trip to Chicago.

J. J. Mead of Mead & Speer, Pittsburg, Pa., visited Boston last week.

Frank Lawrence of Lawrence & Wiggin has practically recovered from his recent accident.

Mr. Gleason of the John T. Dixon Lumber Company, Elizabethton, Tenn., recently made a trip about Boston.

George W. Moores, the Boston sales agent of the Farrin-Korn Lumber Company of Cincinnati, Ohio, has been on a Western trip.

The dry house at the plant of J. H. Tolles & Co., Nashua, N. H., was damaged by fire early in the month.

George W. Barker & Son have started to build their new steam mill in Milford, Me.

Daniel Arnold, son of the late H. J. Arnold, and a member of the firm of H. J. Arnold & Sons, Adams, Mass., died recently of typhoid fever. Mr. Arnold was 29 years of age. He is survived by two brothers, William H. and John Arnold, and a sister, Mrs. Thatcher.

The Fish River Lumber Company of Eagle Lake, Me., has completed its new plant. This company met with a total loss by fire about three months ago.

The new woodworking plant of F. P. Stanton, Huntington, Mass., will be of brick and concrete.

The new lumber company known as the Swift & Upson Lumber Company of New Britain, Conn., will erect two sheds on their land. One will be 60x297 feet and the other 17x126

feet. The sheds will be two stories high and have gravel roofs and the sides will be covered with iron. A brick office building will also be erected.

The plant of the Rice & Griffin Manufacturing Company of Worcester, Mass., is reported for sale. This company was petitioned into bankruptcy some time ago.

## New York.

There was a special meeting of the Eastern States Retail Lumber Dealers' Association at 18 Broadway, this city, on the 10th inst. The committee which attended the Ottawa convention of the National Wholesalers reported that it had pledged the co-operation of the Eastern States Association to the movement of the National Wholesalers on the car equipment matter, and that Richard S. White and Louis A. Mansfield have been appointed on the Ways and Means Committee. Reports were also received from the delegate who attended the Chicago Rate Conference on October 25. The announced intention of the Forestry Department at Washington to compile the various grading rules in vogue throughout the country in one publication was also discussed, and it was unanimously agreed that such publication was ill-advised and against the best interests of the lumber trade, and a protest was ordered forwarded by the secretary.

On November 10 there was an auction sale of the effects of G. L. Schuyler & Co., Inc., retailers, foot of East Ninth street, Manhattan, who failed recently, the sale realizing about \$10,000 exclusive of book accounts. The debts of the company are \$49,505.

C. F. Fischer will remove his retail yard to 134th, 135th streets and Park avenue, between now and March 1, the property at his present address being sold. Mr. Fischer has purchased the new site outright, which is very well appointed for the conduct of his business.

Jas. Taylor & Son, Twenty-first street and Eleventh avenue, and Chas. A. Christman, Twenty-second street and Eleventh avenue, prominent retailers of this city, will remove their businesses to new locations, the changes being necessitated by the city improvements on the upper West Side. Mr. Christman will remove to Fifty-sixth street, between Tenth and Eleventh avenues and Taylor & Son to 542-546 West Twenty-eighth street.

The Union Lumber Company, prominent retail hardwood house, 18 Union avenue, Brooklyn, was completely wiped out by fire on the 10th inst., entailing a loss of \$10,000, fully covered by insurance.

J. N. Scatcherd, of Scatcherd & Son, Buffalo, was a New York visitor during the fortnight. F. W. Vetter, of the Empire Lumber Company also spent a few days here on business.

The piano and hardwood manufacturing plant of Bernard N. Smith, 514-518 West Twenty-fourth street, was burned on the 8th inst. The loss is covered by insurance.

H. M. Susswein & Co., foot of E. 105th street, have purchased the defunct sash, door and milling plant of John Lanzer in the Bronx. No announcement as yet has been made as to what disposition will be made of the property.

Doyle, Thomson & Co. report business active. Mr. Thomson has just returned from a successful buying trip north, and Mr. Doyle is now in the South making arrangements for future supplies.

Wm. M. McCormick of Philadelphia spent several days in town recently on a business and pleasure trip, accompanied by Mrs. McCormick. He reported conditions generally as most satisfactory.

The Lidgerwood Manufacturing Company, manufacturer of logging systems, has removed its Seattle, Wash., branch office from the



Lumber Exchange to the new Alaska Building, one of the latest and finest office buildings in the Northwest. In this connection it is of interest to note that this company has received another gold medal, the highest award at the Lewis and Clark Exposition, which, Fair, Pan-American Exposition and the St. Louis Exposition, makes the endorsement of its line universal.

J. E. Kelley, secretary of the Simonds Manufacturing Company, Fitchburg, Mass., arrived at this port from an extended tour of New Britain and Canada about the middle of the month.

W. L. S. , general manager of the Emporium Lumber Company, of Keating Summit, Pa., spent several days in town during the past week in conference with C. O. Shepherd, local representative. They were accompanied by Albert Caffisch, of Caffisch Bros., extensive hardwood operators of Union City, Pa.

F. C. Fischer, of the Yellow Poplar Lumber Company, Coal Grove, O., and Hamilton Love, of Love, Boyd & Co., Nashville, Tenn., visited New York recently in the interests of business.

Among other visitors were R. B. Currier, Springfield, Mass., and F. R. Whiting, of the Whiting Manufacturing Company, Abingdon, Va.

Judgment for \$10,777 was entered on the 15th by default against G. Hoyt & Co., former retail hardwood dealers of Brooklyn, in favor of Frederick W. Cole, on an account. The business of G. Hoyt & Co. was taken over by the creditors, headed by Mr. Cole, some months ago, and wound up.

Geo. W. Nicola, of the Nicola Brothers' Company, Pittsburg, Pa., with his bride of a few days, sailed from this city on Nov. 9 for Europe.

Two executions are in the hands of the sheriff against Jerome Reimers, piano manufacturer, 314 East 75th street, in favor of creditors representing several hundred dollars.

A petition in bankruptcy has been filed against the Wm. Budd Company, manufacturer of store and office fixtures, 44 Centre street. The corporation is capitalized at \$10,000, and was started in June, 1904. The company had a factory at New Milford, N. J.

#### Philadelphia.

C. M. Fletcher of Edmund A. Souder & Co., just returned from a fall vacation trip and was sent by his firm into Maryland to look up business.

E. D. Galloway, of the Galloway-Pease Company, Johnson City, Tenn., was in Philadelphia during the latter part of the month attending to important business for his firm.

B. Gilpin Smith has returned from an extended southern trip, his mission being the consummation of negotiations for the extension of his business.

C. E. Lloyd, Jr., who, for the Cherry River Boom & Lumber Company, acquired recently the planing mills, timber holdings, sawmills, etc., of the Gauley Company at Camden-on-Gauley, W. Va., returned from there a few days ago and reports that he has perfected the details of invoicing and arranging for distribution and that already the firm is beginning to receive orders for the product. A. K. Kline, of the same company, has been ordered to accompany Lloyd on his trip, and reports that the business is going well.

H. O. Worden of the Rumbarger Lumber Company, has returned from an extensive business trip through the South.

Benjamin Thompson, local manager for the Wiley, Barker & Camp Company has made a canvass of Wilkesbarre, Scranton and other nearby points with much satisfaction to himself and his firm.

A. J. Cadwallader of George F. Craig & Co. and E. B. Malone are in Maine combining business with pleasure.

The Clearfield Lumber Company, Kentucky, is to be developed by financiers of this city according to the articles of incorporation of the Morehead & Norfolk Railroad Company which were granted in Camden during the past week. The railroad is built to develop the company's timber.

Col. Charles M. Betts, senior member of the firm of Charles M. Betts & Co., this city, died on Nov. 10. Mr. Betts had been ill with pneumonia but a short time, and no doubts of his recovery were entertained until a few hours before his death. The funeral was held at the Grand Army Post on Tuesday, Nov. 14.

Col. Betts was born in Bucks county, Pennsylvania, Aug. 9, 1838. He entered the employ of a Philadelphia lumber concern in 1856, but upon the breaking out of the Civil War entered the army and was commissioned first lieutenant. After a long and honorable record, during which he served as captain, sergeant, captain and lieutenant colonel, he was mustered out of service June 21, 1865. He reentered the lumber business, and has for many years been known as one of the most influential and successful members of the trade. He was an active member of the Grand Army, the Loyal Legion, the Pennsylvania Historical Society, the Union League, the Philadelphia Lumbermen's Exchange and the National Wholesale Lumber Dealers' Association, having been president of the two latter organizations. Col. Betts enjoyed the confidence of the entire community, and to his hosts of friends throughout the entire country his sudden death is a severe shock.

#### Baltimore.

The Kendall Lumber Company, a consolidation of the Preston Coal & Lumber Company and the Yough-Manor Lumber Company, has been incorporated with a capital stock of \$100,000. The officers are: J. L. Kendall, president; S. A. Kendall, vice-president; H. K. Friend, secretary; G. S. Hamill, G. Semmes Hamill, Jr., Stuart F. Hamill and John Henderson, directors. Pittsburg will be the principal point of distribution. In connection with this company the Kendall Supply Company has been incorporated with a capital stock of \$30,000, with the same incorporators, except John Henderson, whose place is taken by J. C. Kendall. D. H. Shank, an experienced lumberman, who has been for years in the employ of the company, will be superintendent of both mills and will have his headquarters at Oakland.

Michael S. Baer of R. P. Baer & Co., this city, has returned from a trip to Mobile, where he went to look after the firm's mill and other business matters. He reports all the mills in that territory very busy. This company is about the only one working on hardwoods in that place. The firm has recently made various improvements at the plant, the mill platform has been lengthened and the tracks extended.

David T. Carter of Carter, Hughes & Co. has been on a trip South to the Carolinas and Georgia for two weeks, looking up mill men and getting information about the extent of the available stocks.

E. B. Beckley of Crosby & Beckley, New Haven, Conn., and M. L. Pease of the Galloway-Pease Company, Johnson City, Tenn., were here recently and called on a number of firms.

The prospect that ocean freight rates on lumber would undergo a material advance with the approach of fall has not materialized. A slight rise did take place, but rates are said to have dropped back to the old figures, especially to lumbermen ports, and there appear

to be no lack of tonnage. The steamship agents, however, are disinclined to accept bookings further ahead than next August.

In this connection it is to be mentioned that this city will soon have another steamship line to Europe, the Kosmos Company of Hamburg having decided to establish a service to Baltimore as well as to New York and other ports in opposition to the North German Lloyd.

J. T. Lynch, a lumber broker of Norfolk, Va., who filed a petition in bankruptcy about a month ago, was arrested there last Friday on requisition papers, the charge against him being obtaining money under false pretenses. The requisition papers were taken to Norfolk by an attorney and Mr. Lynch immediately instituted suits against him as well as John H. Murray, a merchant of Waverly, Pa., for \$25,000 damages each, alleging malicious prosecution. Mr. Lynch was paroled in the custody of a United States marshal. It is said that the first meeting of the Lynch creditors was to have been held in Norfolk last Wednesday. Mr. Lynch alleges that the defendants named in the damage suits secured a continuance of the creditors' meeting in order to have him indicted in Bradford county, Pa., and cause his arrest before he could be adjudged a bankrupt in Norfolk.

The Independent Lumber & Milling Company was incorporated in this city Nov. 16 with a capital stock of \$50,000 to deal in timber lands in the state of Maryland. The incorporators are Walter H. Bowen, Edwin L. Turnbull, Andrew J. Young, Sr., Eldridge H. Young and John J. G. Lee. The principal office will be in Baltimore.

Another recent incorporation of interest to lumbermen of this section is the Kulp Lumber Company of Cumberland, Md., which will operate a sawmill in Allegany county. The company has a capital stock of \$10,000 and the directors are: G. Gilbert Kulp, Shamokin, Pa.; Daniel C. C. Caseman, John H. Holzshu, ex-United States Senator George L. Wellington, James A. McHenry, Monroe H. Kulp and Charles D. Wagner, all of Cumberland.

#### Pittsburg.

The Pennsylvania Table Company of Conneaut, O., has bought a site at Huntington, W. Va., and will build a plant to employ 100 men.

J. E. McIlvain & Co. have just shipped the last consignment on a large order for car stuff. The firm has handled a lot of tie trade this season, but street car companies and railroads are now curtailing their orders until operations start again in the spring.

W. E. McMillan of the McMillan Lumber Company is back from a few weeks' stay at the company's mills in West Virginia where a big cut of hemlock and oak is being made. Mr. McMillan is still under the surgeon's care and will have to submit to another operation soon to remove the plate glass from his leg which was embedded there in the Pennsylvania railroad wreck at Harrisburg last summer.

A most encouraging feature of the hardwood situation is the amount of high class residence building that is coming on to the boards of local architects. One downtown architect has residence work totaling \$100,000 that has come in this month. The prospects are bright for a brisk business in house building next spring.

The Meadow Mountain Lumber Company is putting in a new mill to cut 100,000 feet daily at Durbin, W. Va.

J. B. Flint of Flint, Erving & Stoner spent a few days very profitably in the East last week. "Everybody is busy" is the way he summed up the situation there. R. H. Leving of the same firm recently took a trip to the Northwest to look after the firm's interests there. He reports conditions very aggravating



as stocks are short and badly broken and the shortage of cars is even worse than here.

Oliver R. Nicola of the Nicola Brothers Company is back from a short trip to the firm's yellow pine connections in Mississippi, where the mill is overloaded with orders. The Nicola Brothers Company is making a record in hardwoods this year.

Among the prominent retailers who lately visited Pittsburg were: Frank Glenn of the Glenn Lumber Company of Washington, Pa., and D. B. McConville of Tarentum, Pa. Both are having excellent sales of hardwoods for building and mining purposes.

Manufacturers are beginning to buy hardwood earlier this year than usual for next year's consumption. The experience they have had the last few months in trying to get workable stock has made them wary, and it is likely that more hardwood will be sold to manufacturers between now and February 1 than for several years. The general prosperity over the country has doubled their retail trade and the scarcity of lumber has brought them down to rock bottom, and not a few of them exhausted their dry stock in the yards some time ago and have been buying here and there wherever they could get a lot to suit.

Paul W. Fair of Fair & Keator has gone to the firm's mill at Hohenwald, Tenn., to hurry up railroad shipments. The firm has plenty of good stock in most lines of poplar and chestnut and is also cutting a large quantity of oak. Its supply of timber at Hohenwald is nearly gone as it has been cutting 3,500,000 feet a year.

The Pennsylvania Railroad Company has started a force of 100 men to planting trees at and near Huntingdon. The company expects to plant 200,000 small trees this year and to increase this number to 1,000,000 in the next few years. Hundreds of thousands of trees have been planted along its lines in Pennsylvania and other states this year, for the officials are recognizing the fact that timber cross ties are still the best in existence and are trying to provide an adequate future supply.

The H. C. Frick Coke Company, which proposes to plant 1,500 acres of sunken coal lands in Westmoreland county, Pa., with trees has lately secured the services of S. N. Spring, an agent of the agricultural department at Washington to make a thorough examination of the field and decide what kinds of trees will be likely to thrive there, as the atmosphere, owing to the fact that the coal has all been taken out, is peculiar.

W. E. Terhune of the Terhune Lumber Company is back from the East where he found the mills badly congested and no dry stock. The company's trade in hardwoods is very satisfactory.

E. B. Hamilton of the J. M. Hastings Lumber Company is at Red Springs, N. C., placing some large contracts for pine and poplar. The company is busy all along the line and Mr. Hastings with his associates in the big Nova Scotia deal are getting under way probably the largest lumber operation in the United States or Canada.

The Cheat River Lumber Company has undergone a complete reorganization. W. H. Herbertson, secretary and treasurer of the old company, has bought all the stock of that concern, amounting to \$50,000, and has increased the capital of the company to \$75,000. It will still retain the old name, but may be incorporated shortly. The new officers are: President, W. H. Herbertson; vice president, J. W. Davies; treasurer, M. L. Herbertson; secretary, H. F. Donhoff; general manager, R. L. Chapin. Mr. Davies is the only officer who was not formerly connected with the company. The new company has bought 1,200 acres of oak, chestnut and poplar near Pickens, W. Va., on the Baltimore & Ohio railroad, where

it will put in a new mill. It also owns another tract of 2,500 acres at Pt. Marion, W. Va., where from 15,000 to 20,000 feet a day will be cut this winter. The company will establish an office in the South with Robert K. Herbertson in charge.

D. L. Gillespie & Co. are making big shipments of lumber to Cuba by steamers from Norfolk, Va., Brunswick, Ga., and Mobile, Ala. Much of this is trolley poles, cross ties and railroad construction timbers. Over 38,000 ties went over on the last steamer. The firm reports the supply of labor in the South as smaller than last year and the car shortage even worse than in the North.

Harding Kimberland of Pittsburg and Thomas Skinner, formerly of Baltimore, have formed a partnership to be known as the Harding Kimberland Lumber Company. Mr. Kimberland is an old timer in the lumber business in Pittsburg. The new firm is located at 711 House building and has already made a number of good sales, among them 30,000 ties to the Pittsburg & Butler Street Railway Company and over 2,000,000 feet of oak to the Pressed Steel Car Company at McKees Rocks, Pa.

"Booming" is the word that fitly expresses conditions in the hardwood department of the American Lumber & Manufacturing Company. J. N. Wollett recently secured an order for 1,500,000 feet of poplar for Pennsylvania delivery for box stuff. This will be cut in Kentucky. It is the largest order of its kind placed here for several years. He also secured an order last week for 250,000 feet of poplar and ash for delivery in New York. G. W. Gates, vice-president and secretary, is back from Mobile, Ala., where he reports the mills badly congested. The company has just put on a new salesman in its hardwood department, A. D. Terhune, who will handle the Ohio and Indiana trade.

#### Buffalo.

The settlement of the affairs of the Buffalo Veneer & Panel Company is proceeding slowly. The creditors are not disposed to accept the 50 cents offered, so the receiver will probably wind up the affairs of the company.

The reorganization meeting of the heavier creditors of the Buffalo Maple Flooring Company has been postponed until the 27th. Meanwhile James A. White is running the mill.

Car shortage greatly handicaps trade, especially in some parts of the South, where it is almost impossible to get enough cars to do a fair amount of shipping. The Buffalo hardwood yards are as well off as the average, as there are so many loaded cars coming in.

President M. S. Tremaine is launching his new National Fire Insurance Company and already has business on the books. C. M. Smith is vice-president; George B. Montgomery, treasurer; W. P. Haines, secretary, and W. C. Betts, manager.

Since Taylor & Crate sold their box factory at Chattanooga they have not been running their sawmill there. H. F. and S. G. Taylor are both south at present looking after business. Oak is coming in from there in good shape.

A. W. Kreinheder of the Standard Hardwood Lumber Company has gone south to locate more timber. He will start a new lot of chestnut up this way from the company's Tennessee mills.

The Buffalo Hardwood Lumber Company is now occupying its new office extension and is very comfortable. Meanwhile the road is full of oak shipments started from the South by river barge to save time.

F. W. Vetter is west of the Mississippi again, looking after lumber and logs for the Empire Lumber Company. It is predicted that logs are very good sellers and he will not rebuild the burned mill right away.

Scatcherd & Son are looking closely to the Memphis district for logs to run their mills there. Home demand is good enough to make the yard stock run pretty low at times.

The Hugh McLean Lumber Company will not get its Memphis mill running as soon as was hoped, but stock is being turned out at a good rate from the other mills and the home yard is kept well stocked in spite of good sales.

The plan of G. Elias & Bro. to provide material for the woodwork of a house complete has been a great card in the city trade of late, as so many frame houses are now going up.

A. Miller is filling up his Buffalo yard with his usual fall supply of hardwood lumber from Pennsylvania and the South, always adding enough by lake to keep the stock well assorted.

F. T. Sullivan of T. Sullivan & Co., who has been here some time visiting and taking a hand at outside selling, returns now to Tacoma to look after fir and spruce shipments from the Pacific coast.

G. E. Yeager continues to get good quantities of birch from Canada, but would make better progress if the cars were plentier. The rule is good sales of all sorts of hardwood.

The cherry stock of I. N. Stewart & Bro. is receiving a big addition of late and will make a satisfactory showing along with the oak that is now also made a specialty in the yard.

#### Detroit.

The Dennis & Smith Lumber Company is doing a rushing fall trade in oak, poplar and cypress. Its five mills in West Virginia are all running full blast. Its latest enterprise is a band sawmill which has been only one month in operation.

The Thomas Forman Company has just received its last cargo of maple from the upper Superior ports. This firm has suffered no losses from wrecks this year, and its business has increased twenty-five per cent over last year.

Walter Sharpe of the Liverpool, Eng., firm of Churchill & Sim was a visitor in Detroit this month. His firm holds a contract with the Thomas Forman Company of this city. He is on a tour of inspection of American buying points.

The Russell Wheel & Foundry Company has been putting out many logging cars for hardwood shippers. This month it sent 300 cars to Minnesota, part of which were purchased by the Minnesota Land & Construction Company of Duluth, also 25 cars for California parties and 33 cars for Oregon—part of which were for the Eastern & Western Lumber Company of Portland. The Russell people are building cars and material regularly for Alger, Smith & Co. They also sent cars during the past month to the Saginaw & Manistee Lumber Company at Williams, Ariz.

The Acme Box Company with a capitalization of \$40,000, of which \$2,000 has been paid in cash and \$38,000 in property, has filed articles of association with the Wayne county clerk. The stockholders are Henry W. Reeves, Douglas D. Flanner and Arthur Yeomans.

#### Saginaw Valley.

Basswood which has been very unfavorable as regards both demand and price during the season is looking better, and manufacturers and dealers state that there is now a fair inquiry for it. A. C. White, who enjoys the appellation of "Basswood King" in the Valley, handles five or six million feet every year, always having an assortment of the goods ready for delivery or to show customers.

Walter J. McCormick of the McCormick-Hay Lumber Company picked up 300,000 feet of ash and elm last week in Bay City, mostly ash. He states that there is a good call for



manufactured being rather limited compared with other hardwoods. He is going south shortly to buy oak. He says that it is necessary to go where the stock is to get what he wants. This company has bought a good deal of Southern oak this year.

**Frank H. Buel** of the **W. D. Buell Lumber Company** and the **Kneeland, Buell & Bigelow Company** lost one of his charming daughters, **Hila**, last week, giving her to **James N. Crocker**, who is connected with him in business. The wedding occurred at Gaylord last Wednesday evening in the presence of a goodly company. Mr. Buell came down from his camps Saturday night and reports conditions for logging not very favorable just now. The weather has been mild, about a foot of snow fell recently, but it did not stay and left the ground too soft to handle logs advantageously.

**John J. Flood** will not be able to start his sawmill until some time next month owing to inability to get cars to haul logs to his mill at Bay City. He will cut maple for **W. D. Young & Co.**, and expects to operate all winter. **W. D. Young & Co.**, **Bliss & Van Auken**, the **Campbell-Brown Lumber Company** and the **Kneeland-Bigelow Company**, and the **Kneeland, Buell & Bigelow Company** will operate their mills during the winter.

The **E. C. Hargrave** mill shut down ten days ago for repairs and will start up later for the winter run.

**W. H. Kemper**, a stockholder in the **Dayton Last Block Company**, who has managed the works of the company at Gaylord for eleven years, returns to Dayton, and **Frank J. Shipp** has been appointed manager of the Gaylord plant in his place. The plant consumes about 3,500,000 feet of maple and birch annually in the manufacture of last blocks.

Another concern which consumes 3,000,000 feet of maple annually is the **Berst Manufacturing Company** at Saginaw, which turns out quantities of toothpicks and other hardwood specialties.

**Ross Bros.** of Beaverton have manufactured several million feet of hardwood lumber this season, and will put in about 10,000,000 feet of logs this winter, having a number of camps now in operation.

The **Haak Lumber Company** of Haakwood, on the Mackinaw division of the Michigan Central, has had a steady run on maple flooring this season, cutting the logs at its own plant and converting them into flooring. The plant will run during the winter, putting in a stock of logs also.

**James Cooper** of the **Briggs & Cooper Lumber Company, Ltd.**, says he is doing considerable business in hardwood for this season, the only kick coming is the scarcity of cars, which is a common ground for complaint.

The flooring plants which have all experienced an active season are still fairly busy, although handicapped by the car shortage.

The railroad which **Wm. H. White & Co.** have promoted and which runs from Boyne City to Gaylord, is about completed into the latter place, and will let a vast quantity of hardwood timber products come this way.

#### Grand Rapids.

**E. J. Lobdell**, president and manager of the **Lobdell & Bailey Manufacturing Company** of Onaway, has returned from a successful business trip to France and Germany. The company manufactures wooden bicycle rims and enjoys an immense trade in the United States, its foreign business steadily increasing. Business in France has increased fifty percent in the past four years. The company operates

ships from Onaway in suitable sizes. A factory will probably be fitted up soon in Germany to take care of trade in that coun-

The **Reynolds Wagon Company**, capital \$100,000, has been organized at Kalamazoo. Plans have been prepared for new buildings to be erected on the site of the old beet sugar factory there. The main building will be of brick, 90x250 feet and two stories high. The plant will be in operation early in the spring.

The hickory spoke factory of **J. M. Story** at Owosso has closed operations for the season, after turning out over 6,000 sets of wagon spokes.

The **Estey Furniture Manufacturing Company** of Owosso has been filling some nice orders from Mexico this fall.

**Boyer City**, the town that owes so much to the Whites, now claims a population of 5,000. The United States census of 1900 gave the town a population of only 912, showing that its growth has been phenomenal. It is now stated that a large addition will be built to the veneering plant, for the manufacture of fruit packages.

**George Engel** of the **Engel Land & Lumber Company** has started south on his first trip to Englewood, La., since the outbreak of yellow fever. The quarantine has been raised and the company hopes to have its mill in operation by Jan. 1.

**Mr. Thompson** of the **Thompson Lumber Company** reports an excellent trade for his concern in hardwoods.

#### Bristol.

**C. K. Mount** of the **Mount Lumber Company** was in town a few days this week. He reports business with his firm as being first class in every particular.

**J. H. Bryan** of the **Bryan Lumber Company** of this city visited the operations of his company at Pee Dee, N. C., this week and reports the work as progressing nicely.

The Bristol office of the **R. E. Wood Lumber Company** of Baltimore, Md., will be discontinued after the first of the month, and will be moved to the company's operations in Carter county.

**McDonald Bros.** of Columbus, O., who will establish one of the largest sawmills in the South at Maryville, Tenn., are now inspecting one or two large boundaries of timber in this section with a view to purchase for supplying the plant.

**Will S. Whiting** of the **Whiting Manufacturing Company** of Abingdon, Va., was in town last week and says that the work of installing the machinery in the company's large band mill near that place is nearly completed and that the plant will soon be operated at full capacity. The company is putting down several large artesian wells, which will supply the log pond and engine boilers. Mr. Whiting is moving his family from Elizabethton to Abingdon where they will reside in the future.

**Walter Pierce** was instantly killed near Silvicola, Tenn., Nov. 13, while hauling logs for the spoke mill of **Anderson & Allison** at that place.

A large schooner loaded with a cargo of lumber from this section, principally the product of the mills of **J. A. Wilkinson**, left Richmond last week for Europe. Mr. Wilkinson reports his export trade as increasing steadily.

**L. H. Snodgrass** of the **Buck-Snodgrass Lumber Company**, Johnson City, was in town recently. He says the affairs of the new company are being rapidly systematized so it will soon be in a position to make prompt deliveries of sales now being booked. Business, he says, has been a little quiet during the past month, a fact not wholly regretted as the company has experienced considerable difficulty in securing employees at its operations.

**Colonel W. A. Rinearson**, general passenger agent of the **Queen & Crescent** route, who

has been looking after the interests of his road in the South the past few days, says that from all appearances in the traffic department, Southern shippers, as well as travelers, are appreciating the company's efforts at prompt and safe handling of consignments over its line. Shippers in this section favor this road to Cincinnati and other points west and south owing to the safety signal devices now in use on the system, making accidents practically impossible.

#### Milwaukee.

A rich hardwood territory is to be opened up by the construction of a new railroad line from Madison to Oshkosh, Appleton, and north to Crandon, which is now in process of building. It is expected that the road will be completed early next spring. This line will run through Langlade and Forest counties, both of which abound in hardwood timber of first-class quality. The **Page & Landeck Lumber Company** of this city, whose mills are at Crandon, owns considerable timber tributary to this line and will begin operations there as soon as the road is completed.

The lack of snow in the woods has made employment there exceedingly attractive this fall and the scarcity of labor which threatened to curtail operations did not materialize. Conditions are now excellent for cutting logs and most of the camps through the hardwood section of the state are working to their full capacity.

A large hardwood factory is in contemplation by the **Sawyer-Goodman Company** of Marinette, Wis., and it is expected that work on the proposed plant will begin early in the spring. The concern recently purchased the sawmill of the **Marinette Lumber Company** at Marinette, which would have finished sawing this year, and will run it to its full capacity for many years to come. The company expects to embark more heavily in the hardwood business, and its payroll next year will contain the names of at least 800 men.

**H. P. Dutton** of the **Worcester Lumber Company** of Chassel, Mich., was in the city discussing the situation with the trade. He asserts that there is a good demand for all kinds of hardwood throughout this section of the country, where he has many customers.

**W. J. Wagstaff**, a prominent hardwood dealer of Oshkosh, was in this city recently.

#### Cincinnati.

**W. H. Hines** of **C. Crane & Co.** has returned from a brief business trip to Chicago.

**J. W. Dickson** of the **J. W. Dickson Company**, Memphis, Tenn., was a caller on the local trade during the past fortnight.

**Leland G. Banning** is in New York on business.

**Si Egan** of the **J. A. Fay & Egan Company** has returned from a month's trip through the South. He says that all traces of yellow fever have disappeared and that in consequence the lumber trade there has resumed activity.

**P. Benson** of **James Kennedy & Co.**, who removed from Ft. Wayne, Ind., to this city on Nov. 1 has applied for membership in the **Business Men's Club**. There is already a large representation of hardwood lumbermen in the organization.

On petition of **Harry A. Frelberg**, **Sanford Brown** and **George D. Harper** have been appointed receivers of the **Robert E. Becker Lumber Company**, Poplar street and Western avenue. Mr. Frelberg charged that his partners in the business, **Robert Becker** and **John Brockman**, failed to give satisfactory accounts.

The formation of a credit bureau is being agitated by a number of prominent lumbermen and it is likely that the project will be submitted to the members of the **Lumbermen's Club** at the December meeting. Its object



would be to supply information to lumbermen as to the credit of customers.

W. A. Bennett of Bennett & Witte, who has been traveling through the South for several weeks, will return before the end of the month. Mr. Bennett writes that business in the South is picking up remarkably well, but that there is a general scarcity of cars. Cottonwood is meeting with an especially good demand.

G. S. Stewart of W. H. and G. S. Stewart is on a buying trip through Kentucky. He will return in a few days.

The Walter G. Beck Box & Lumber Company is building a three-story factory on Western avenue. As soon as it is completed the firm will move from its present plant on Carr street.

The term of T. J. Moffett of the lumber firm of Maley, Thompson & Moffett Company as President of the Cincinnati Business Men's Club, expired the middle part of this month. The directors of the club presented Mr. Moffett with a handsome silver loving cup and Mr. Moffett surprised the directors by giving each of them an artistic little silver loving cup. During Mr. Moffett's reign as President the Business Men's Club prospered remarkably.

The Lorain Lumber Company of Lorain, O., has increased its capital stock from \$50,000 to \$100,000.

Many business men attended the meeting of the Ohio Valley Improvement Association, which was held at Cairo, Ill., Nov. 15-16. The hardwood trade was represented by Wm. Duhmeier and M. B. Farrin. Mr. Farrin was chosen a member of the executive committee.

T. J. Moffett of the Maley, Thompson & Moffett Company will be one of the principal speakers at a banquet to be held Dec. 5 for the purpose of booming Cincinnati. The affair will be in charge of the Associated Organizations, which is composed of about thirty industrial bodies, including the Lumbermen's Club.

C. Crane & Co. of this city are continuing their relentless warfare against "river pirates." This month they secured judgment against a number of persons in the courts at Covington, Ky. The defendants pleaded that logs which they had in their possession had broken loose from a raft, but they were fined \$5 each and the logs awarded to Crane & Co.

Lumbermen and other shippers and receivers here have been appealed to to facilitate as much as possible the loading and unloading of cars by the railroads to relieve the shortage, which has reached an acute stage. The daily shortage in Cincinnati is 3,000 cars and the hardwood industry is suffering with others. Difficulty is also being experienced in securing hands to work in lumber yards and manufacturing plants.

J. W. Darling has brought suit against George Fair and the Fair-Crittenden Lumber Company asking for the appointment of a receiver and judgment for money he invested in stock, which he says is worth less than he paid for it, because the representations were untrue. He declares the company is insolvent. Mr. Darling also filed suit against the same company for an accounting of transactions between the J. W. Darling Company and the defendant.

The Ault & Jackson Company of West Sixth street is seeking C. C. Everback, their inspector in Tennessee, who is charged with having taken ten carloads of hardwood lumber of which he has made no accounting. Everback's present whereabouts are unknown. It is said that Everback sold the lumber to concerns in Cincinnati and New York and that his operations have netted him about \$2,000.

#### Chattanooga.

Every woodworking enterprise in Chattanooga is busy as are also the iron and tex-

tile industries. This city is attracting attention all over the country and investors are coming here from every direction. The banking capital and individual deposits are greater by ten times than they were in 1880.

W. W. Barnes of Barnes Bros. has installed a sawmill at Trenton, Ga. He will also establish lumber yards shortly on the property formerly occupied by Taylor & Crate, who recently sold their plant on the Tennessee river to the Acme Box Company. Mr. Barnes will deal in hardwoods.

The Fowler-Personett Lumber Company of Birmingham, Ala., is doing a heavy business, the capacity being over 30,000 feet a day. The company makes a specialty of thin quartered and plain oak.

The Case Lumber Company is shipping a great deal of lumber. The present stock of the company is down to about 1,500,000 feet.

The Interstate Coopers Company, recently organized in this city, has just finished a large plant at Fort Cheatham for the manufacture of barrels, principally for the use of the Standard Oil Company, and will begin operations this week. Keith Webb is superintendent of the company.

The J. M. Card Lumber Company has recently erected a large shed, 30x70 feet, for the storage of dimension stock. The company has now half a million feet less in stock than it had a year ago. Fred Arn, treasurer of the company, stated that this would be the biggest month for the company in several years. J. M. Card spends considerable time of late at the company's mill at Paint Rock, Ala.

Ferd Brenner of the Ferd Brenner Lumber Company will leave in a few days for Norfolk, Va., where the company has a branch plant. W. F. Best, secretary of the company, is now in Europe looking after the interests of the company.

W. J. Willingham, president of Willingham & Co., who has been ill for some time, is improving.

M. M. Erb, vice-president of the Case Lumber Company, who recently made a four weeks' tour through the North, Northwest and Canada, has returned. He is very much encouraged over the situation and says the market is very active in the East but a little dull in the Middle West.

Arthur Gazley of the Ferd Brenner Lumber Company, with headquarters in Toronto, Can., was a visitor here recently.

W. M. Fowler, treasurer and general manager of the Case Lumber Company and president of the Fowler-Personett Lumber Company, is in Birmingham.

M. B. Clemens, a large lumber dealer of Bridgeport, Ala., was here recently buying stock.

W. B. Ross, formerly of the Kelsey-Dennis Lumber Company of North Tonawanda, N. Y., has accepted a position as inspector for the Case Lumber Company.

Capt. A. J. Gahagan, treasurer of the Loomis & Hart Manufacturing Company of this city, was recently elected an officer of the Chattanooga Manufacturers' Association.

#### St. Louis.

A new concern in the hardwood business here is the J. S. Vaughn Lumber Company, with offices in the Fullerton building. The company will handle all kinds of hardwood lumber. Mr. Vaughn was formerly identified with the Plummer Lumber Company.

Some good orders for export have lately been booked by W. R. Chivvis, who reports that his trade in walnut is particularly brisk on eastern account.

The demand for wagon wood stock is reported active by the Lloyd G. Harris Manufacturing Company, also trade in the general hardwood line.

A tract of about 6,500 acres of hardwood timber lands has recently been purchased by Russell E. Gardner of the Banner Buggy Company of this city, the lands being located in Cleveland, Dallas and Grant counties, Arkansas. The company is considering the erection of a new buggy factory somewhere in the vicinity of this purchase in the near future.

On the 16th inst. at the rooms of the Lumbermen's Exchange of St. Louis in the Houser building there was a meeting of the executive committee and directors of the National Hardwood Lumber Association. Very little of what transpired has been made public. Among those in attendance were: Earl Palmer, president, Paducah, Ky.; O. O. Agler, first vice president, Chicago; F. F. Fish, secretary, Indianapolis, Ind.; A. R. Vinnedge, Chicago; Geo. L. Smith, surveyor-general, Indianapolis; W. W. Knight, chairman of the inspection committee, Indianapolis; W. H. Russe, Memphis, Tenn., and E. P. Southgate, St. Louis inspector. Twenty-one concerns made application for membership, and were placed upon the roll. Requests were made for a salaried licensed inspector for Boston by the New England members of the association. It was announced by Secretary Fish that Walter Tillotson had been appointed to the position of inspector at Grand Rapids, Mich. Other matters of interest were also brought up and discussed and altogether the gathering was productive of much interest and enthusiasm in the affairs of the association and its future progress.

#### Nashville.

G. V. Patterson and J. H. Major have purchased the sawmill, machinery, real estate and stock of F. W. Sncad & Co. of Lynville, Tenn. The firm will be known as Patterson & Major, not Rutherford & Major, as erroneously stated in the issue of Nov. 10.

Nashville's lumber circle has lost a valued and esteemed member in the recent death of W. J. Wallace of the firm of Norvel & Wallace. This firm has conducted an extensive business at its large yards on Broad street for many years. Mr. Wallace was a prominent Mason and his body was interred in Mount Olivet Cemetery with Masonic honors.

J. H. Baird of the local firm of Baird & Freeman has just returned from Tallapoosa county, Alabama, where he reports having sold a large tract of timber land to the Huncutt-Neal Lumber Company of Birmingham.

E. O. Buchannan, secretary of the Spoke Manufacturers' Association, is still working hard to secure a new spoke manufactory for this city. On Nov. 15 a number of prominent spoke manufacturers visited Nashville and looked into the advantages of the city. Mr. Buchannan is sending out literature showing the timber supplies within easy reach, and giving other facts favoring this city as the permanent location of the plant. He believes his move will meet with success.

I. F. McLean, the well known stave manufacturer, has begun work in North Nashville on a stave plant that will cost about \$20,000.

In the near future the Hiram Blow Stave Company of Louisville, which has an office here, will erect a plant to cost about \$50,000. The company contemplates moving the Hol-low Rock branch of its business up here.

The factory of the Whitworth Insulator Pin & Manufacturing Company is nearing completion. The machinery has been received and is being installed. The company will manufacture pins which will be used to fasten glass insulators on the cross trees of telegraph poles. Later they will also make the cross trees. Black locust will be used exclusively for the work.

R. H. Lockridge at Latham, Tenn., has just completed a fine sawmill and is now fur-



the market in large or small quantities.

The plant of the Chattanooga Chair Company was recently destroyed by fire entailing a loss on the business of about \$7,000 and a loss to the building of \$2,000. The cause of the fire is unknown.

Mayor Morris has received a letter from H. C. Davis of Monmouth, Ill., in which information is asked concerning the chances of putting up a cigar box factory in Nashville. The letter has been referred to the Retail Merchants' Association.

The special committee of Nashville lumbermen and business men appointed by its business organizations to secure data on Cumberland river, to be presented to the Rivers and Harbors Committee of Congress in order to induce that body to further the improvements on the Cumberland, has made its report to Maj. H. C. Newcomer, United States Engineer in charge of the local work. The report is able and exhaustive and contains much valuable information. It was found that about one hundred and twenty varieties of timber grow in the Cumberland basin. There are about 7,500,000 acres in forests, not less than 3,000,000 acres of which is still virgin land. This added to the timber left on cut-over area, will give a yield of 5,000 feet of merchantable timber to the acre. Nashville was found to handle about 150,000,000 feet of lumber a year, most of it drawn from the Cumberland river basin and brought in by river and rail. The improvement of the Cumberland would give an outlet for large lumber products, such as logs, cross ties, staves, etc., the entire year.

J. H. Baird of the Southern Lumberman, who was appointed a member of the Federal Rate Regulation Association, has just returned from a meeting of the association held in St. Louis. Mr. Baird will at once begin an active canvass for members in Nashville and he believes he can induce several hundred Nashville men to join.

Captain John T. Green, the veteran riverman who has brought millions of feet of lumber down the river in his time, died recently at the age of 76 years.

The building boom that has been on in this section for some time continues unabated and the touch of cold weather has not served to deter operations. Contracts are being taken just the same. The permits for October have been among the largest of the entire year.

J. B. Ransom, A. B. Ransom, Marvin Ransom, Richard T. Wilson and Horace H. Traub have secured a charter of incorporation for what will be known as the Tennessee Realty & Warehouse Company. The company is capitalized at \$100,000 and will do a real estate and warehouse business. The incorporators are well-known business men, four of them having heavy interests in lumber.

### Memphis.

Elliott Lang, secretary and traffic manager of the National Lumber Exporters' Association, Tennessee Trust Building, this city, has tendered his resignation to take effect at the close of the current year, which, according to the time of organization, ends about the last of January, 1906. Mr. Lang has been secretary of the organization since its inception about six years ago and has been largely instrumental in bringing it to its present position of value to lumber exporters. He will enter the lumber business about the first of January, but is not yet ready to give out details of his connections. He will look after the affairs of the National Lumber Exporters' Association until the next annual meeting, the latter part of January, when it is expected that a successor will have been chosen.

The car situation in this territory continues

rather unsatisfactory and lumber interests are considerably handicapped on this account. The greatest trouble is in small towns in Mississippi and Arkansas, where there is no competition among roads.

The Crittenden Railroad Company, incorporated some time ago to connect Earle, Ark., on the Iron Mountain with Heath on the Rock Island-Frisco system, which are about fifteen miles apart, has nearly completed the line and work is now being pushed on terminals at Heath. It will prove a most important factor in the development of the timber resources of the section.

Sigmund Willner, vice president and general manager of the American Art Wood Manufacturing Company which was incorporated here some months ago, says that the plant in South Memphis will be in readiness for operation in a short time. Most of the machinery has been installed and the test made some days ago proved quite satisfactory. The company will employ a patented process for forcing the sap out of logs and replacing it with a coloring fluid by means of hydraulic pressure. The coloring matter may be solid or variegated.

S. B. Anderson, president of the Anderson-Tully Company, has acquired the Arnold residence on Poplar boulevard, paying therefor, according to current report, about \$75,000. It is one of the handsomest homes in the city.

Oliver Krebs, of Highland Park, Ill., has come to Memphis to look after the installation of the new hardwood lumber mill to be erected here by the Hugh McLean Lumber Company of Buffalo.

The Dudley Lumber Company of Grand Rapids, Mich., which is represented here by D. W. Baird, is putting in lumber yards in New South Memphis.

The C. W. Stover Lumber Company is putting in yards in the northern part of Memphis on the Belt line.

The G. B. Lesh Manufacturing Company, which removed here some weeks ago from Warsaw, Ind., has completed its plant for the manufacture of wood wagon stock and plow handles, and will begin operations shortly.

The Green River Lumber Company, which is owned by A. B. Nickey & Son of Princeton, Ind., has about completed its plant in North Memphis and will soon be cutting lumber. It has large yards in connection with the plant.

W. S. Darnell of the I. M. Darnell & Sons Company has gone on a visit to his old home in Indianapolis, Ind., where he will remain for some time.

The T. J. Orr Land & Lumber Company has completed the installation of two mills in the territory tributary to Heath, Ark., and is now erecting a third one. The plans of the company are for the erection of four mills. The company is working in conjunction with a large firm in Cincinnati.

George C. Russe, southern representative of L. Methudy, St. Louis, with headquarters at Greenville, Miss., is receiving the congratulations of his numerous friends here on the arrival of a daughter.

George C. Ehemann, of Bennett & Witte, recently returned from a trip to Birmingham, Ala., on which he was accompanied by W. A. Bennett of Cincinnati, who returned to Memphis with him. He reports a good demand for hardwoods at satisfactory prices. Mr. Bennett has returned to his headquarters at Cincinnati.

A. L. Foster, of the J. W. Thompson Lumber Company, is becoming very popular with the courts. Only a short time ago he went to Baltimore to appear before the Federal Grand Jury in the bill of lading case of John L. Alcock & Co., and soon after he reached home he was nabbed for jury service here.

J. W. Thompson of the J. W. Thompson Lumber Company, who recently returned from a trip in the interests of the firm, reports a good demand for lumber and declares that prices received are very satisfactory.

S. C. Major, of the S. C. Major Lumber Company, has gone on a business trip to St. Louis, Chicago and other points.

F. B. Robertson, of the Goodlander-Robertson Lumber Company, has returned from an extended trip to Mexico, on which he was accompanied by his wife and child. He reports a very enjoyable trip and strengthened connections of the firm in that country considerably.

Hans Forcheimer, of Hugo Forcheimer, prominent exporter of New Orleans, was in Memphis a few days ago.

A concatenation of Hoo Hoo was held here last Saturday night for the express benefit of Norman A. Wright, of C. Leary & Company, London, Eng., who has been the guest of Russe & Burgess for some time. As it was not generally known that there was to be a concatenation there were only a few cats on hand, but it is learned from some of those in attendance that the few there made a very vivid impression on both the mind and body of Mr. Wright. W. H. Russe was the presiding genius of the occasion.

### Louisville.

E. L. Davis & Co. report the hardwood market as improving on all sides, the demand increasing and prospects bright. The call for wagon material they say is active, but they are not accepting any at the prices offered for green stock, preferring to cut and dry their stock and supply fill-in orders to those who are in urgent need and willing to pay better prices.

The Turner-Day & Woolworth Handle Company of this city, among the foremost manufacturers of hickory handles in the world, report the hickory handle business in good shape all around. Their plants are running steadily and turning out quantities of first-class handles. There is not only a good domestic trade, but the export trade is also brisk, especially in Australia.

Sam W. Calloway, who was quite seriously injured some time ago by his buggy being upset, has during the past two weeks been able to get out again and look after business.

Albert R. Kampf notes a very active inquiry for car material, not only from the domestic trade, but from foreign sources as well. However, he says the prices offered in the domestic trade are not what they ought to be, and the inquiries from the foreign trade are showing some remarkably stringent specifications. Think of cutting car oak free from heart, knots, shake and wane, in sizes up to 20 feet in length and 6x19 inches in cross section. That, however, is how some of the foreign specifications read.

T. Smith Milton, who is associated with R. M. Cunningham here, says there is nothing in the way of exciting news in the hardwood trade with them, unless it be found in the difficulty to secure cars, which is a source of considerable worry. The demand, especially for oak, is good.

J. T. Morgan & Co., complain of car shortage also, but say that aside from this the hardwood trade is in very good shape and they have no cause to complain. The scarcity of cars, however, keeps stocks broken in their yards here and sometimes they have to go outside and buy stock to fill orders.

The Kentucky Railroad Commission has been giving a hearing at Frankfort to a number of local lumbermen and others who have complaints of discrimination in rates, especially pertaining to shipments of logs, lumber and ties from local points. Among the

lumbermen who appeared before the commission were: A. E. Norman of the Norman Lumber Company, J. L. Berry, Mr. Klein of the Louisville Veneer Company and John Frey of Lortz & Frey Planing Mill Company.

#### Minneapolis.

Competition from the new hardwood mills in northern Minnesota is beginning to be felt in this market by dealers handling Wisconsin and southern woods. Formerly it was supposed that there was no hardwood worth speaking of in Minnesota, and what there was did not compare with that in Wisconsin. As a rule it is rather inferior in quality, and as long as hardwood prices were poor and low-grade stock went begging, not much was done to develop the hardwood tracts of Minnesota. Present market conditions have encouraged the establishment of mills, and several have been built along new lines of railroad. Hardwood from these mills is beginning to appear in considerable quantity in the Twin Cities. It runs largely to low grade, for which there is now a good market for box stock, grain doors, etc. There is not much oak, but considerable birch and basswood. The basswood is of better quality than the birch, but neither run as high as Wisconsin stock, and for that reason are offered at somewhat lower prices. Buyers use these prices to bear the market generally, and while manufacturers who insist on uniform stock will not take the inferior offerings, they are having their effect on conditions locally.

F. H. Lewis, the local wholesaler, says that the demand for birch and basswood is now quiet with him, due probably to the fact that the principal users have stock enough on hand for their present needs, and will not buy to any great extent until after the holidays. Trade is fair in other lines of hardwood.

Geo. S. Agnew, representing the E. Payson Smith Lumber Company, is on a trip to the trade at down-river points. A. S. Bliss, associated with Mr. Smith, says they have an excellent run of trade, generally speaking, though at present the local demand is comparatively quiet. The railroads are taking considerable hardwood stock this fall.

A. S. Bliss, Minneapolis representative of the R. Connor Company of Marshfield, Wis., reports trade in this section rather quiet, due to the fact that the principal buyers have loaded up with stock sufficient for their present needs. The outlook, however, he considers excellent.

D. F. Clark of Osborne & Clark returned last week from a business trip to Milwaukee, Chicago and other hardwood centers. C. F. Osborne reports conditions satisfactory, although there is not much new business in sight.

P. W. Strickland of Barnard & Strickland, this city, says the demand is temporarily rather light, but everything indicates that business will tax the available supply of hardwoods before the winter is over.

Ben Collins, Jr., representing the Mercantile Lumber & Supply Company of Kansas City, Mo., was in Minneapolis a few days ago negotiating with railroads having headquarters here for their orders for oak ties for switches.

W. H. Sill of the Minneapolis Lumber Company has returned from a trip to Ruby, Wis., where he visited the plant of the Ruby Lumber Company, manufacturer of hemlock and hardwoods, in which his company has an interest.

Minneapolis is to have a new wholesale distributing yard. The Jones Lumber Company, of which Lieutenant Governor Ray W. Jones is head, will be established at Columbia Heights, on the Soo tracks just at the edge of Minneapolis. A general stock of lumber, including western and southern woods and hardwoods, will be carried, to cater to a mixed

car business. The company will also handle premium grade in the city.

I. P. Lennon of I. P. Lennon & Co. says trade has improved noticeably in some items of stock, but birch is quiet, and basswood is harder to dispose of in this market than ever.

#### Wausau.

Sol Wilkinson, a well known Wisconsin logger, left Ashland recently for British Honduras, where he will cut mahogany for the C. C. Mengel & Bro. Company of Louisville, Ky. He took a crew of experienced men with him.

Negotiations are pending for the purchase of a table and desk plant in Stevens Point by Joerns Bros. of St. Paul and Sheboygan. The price agreed upon is \$7,000 for building and machinery. Joerns Bros. at present operate plants in Sheboygan and St. Paul for the manufacture of tables and folding beds.

W. H. Dick of the Hatten Lumber Company, New London, has gone to South Carolina on an extended trip for the purpose of looking over timber lands with prospect of buying. He was accompanied by A. G. Meiklejohn of the same company.

The T. E. Kellogg Lumber & Manufacturing Company, Antigo, has sold its sawmill and yards to the Worden Lumber Company of Grand Rapids, Mich. The purchasers will take possession about January 1. The latter firm owns millions of feet of hardwood in the vicinity of Jeffris, which will be cut and hauled by rail to the Antigo mill. The Kellogg company will continue to operate its hoop and hub mill, also its plant at Polar.

J. A. Fitzgerald of Tomahawk and P. H. Cook of Oshkosh are planning to erect a sawmill at Harrison for the cutting of hardwood timber.

Geo. D. Booth, who has been employed as lumber grader for Vollmar & Below, Marshfield, has decided to embark in business for himself. He will handle job lots of hardwood.

Fay Cussick, Antigo, has gone to Bayfield, where he has the contract for logging 4,000,000 feet of red oak. This tract is the largest in the northwest and lies at the extreme north of Bayfield county.

C. Kennedy, Neillsville, is getting ready to log 400,000 feet of hardwood on lands in Clark county. A sawmill will be erected for the cutting of these logs. Others will be purchased of farmers to insure a longer run.

The Oberbeck Bros. Manufacturing Company, Grand Rapids, has purchased the machinery formerly used in the plant of the Dexterville Manufacturing Company, thereby increasing capacity, and giving it opportunity to manufacture tables.

The Sawyer-Goodman Company, Marinette, has purchased 1,100 acres of hardwood lands in Florence and Marinette counties of the widow of the late United States Senator John L. Mitchell, Milwaukee. Senator Mitchell purchased the lands fifteen years ago for \$8,000, but they sold to the Sawyer Goodman Company for \$25,000. The latter firm recently purchased the sawmill of the Marinette Lumber Company and will operate the same during the winter.

The Two Rivers Manufacturing Company,

Two Rivers, bankrupt, has been reorganized under the name of the Two Rivers Woodenware Company and the factory, so long idle, has been reopened.

The Upham Manufacturing Company, Marshfield, will operate four camps this winter and will cut about 20,000,000 feet of logs. Part of this will go to the plant of the Roddis Veneer Company.

The plant of the Comfort Passenger Car Company, South Milwaukee, is closed after running one year, during which time three costly cars were built. One was shipped to Alton, Ill.; two are awaiting shipment, one of which will go to Cologne, Germany. The cars are elaborate in construction and detail, resembling parlor observation cars. The body is of steel and the interior is finished in quarter sawed oak. They sell for from \$2,200 to \$5,000. Herman Romunder, head of the company, is looking for a site elsewhere for the plant.

The Wisconsin Veneer Company, Rhinelander, has about completed its plant and will begin operations Dec. 15. A total of 15,000 feet of oak, ash, birch and elm will be cut up into veneer daily.

#### Ashland.

Geo. R. Gilks of Richmond, Ind., was here last week.

Vansant, Kitchen & Co. report business very good. This firm is turning down orders right along. R. H. Vansant is at Hot Springs, Ark., for a month's stay, in hopes of benefiting his health.

A disastrous fire occurred at the plant of the Leon Stave Works, Leon, Ky., on the 15th inst., incurring a loss of \$25,000, with no insurance. The dry kilns, sheds, 300,000 nail kegs, and a large stock of raw material were burned. The main plant was saved and is again in operation. The owners are Messrs. D. A. Leffingwell and Jas. H. Kitchen of this city, and D. R. Carpenter of Morehead.

C. Crane of Cincinnati was in Huntington, W. Va., this week looking after his logs in the Guyandotte river.

W. H. Nigh of Ironton, O., has returned from a trip to Mississippi, where he spent several weeks hunting deer.

The Nigh Lumber Company of Ironton is getting in some nice walnut logs by rail.

The store of the Yellow Poplar Lumber Company at Coal Grove was burglarized and a large amount of goods stolen. The watchman fired at the burglars, who returned the fire, and things were lively for a time, but no one was hurt.

J. G. Ballard of the Ohio River Saw Mill Company of Louisville, Ky., was in town this week looking after poplar lumber.

All of the mills along the Ohio river are cut out and there is no prospect for getting timber until February or March.

Ashland lumber dealers are fortunate in having good shipping facilities. On account of this being a large receiving point quantities of iron ore and coal are shipped in, giving lumbermen the advantage of the outgoing cars.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

#### Chicago.

Even the most pessimistic in the Chicago jobbing trade is finding no fault with the present demand for hardwoods. If he has the stock he can sell it at a fair price. Quite a number of dealers in spite of their most earnest efforts, are short of oak, but the general run of northern hardwoods is held in very good supply in the local distributing yards. There is a manifest local improvement in the

sale of maple, birch and basswood, and even beech is doing better than it has any time this year. Yards show a good many low piles and vacant spaces, and it is probable that the average Chicago jobber will invoice less stock on hand Jan. 1 than he has in many years.

The furniture manufacturers, who are enjoying an excellent trade, are buying very freely. The same can be said of the floor-



ing markets and the producers of interior finish and hardwood doors.

### Boston.

There has been no noticeable change in the hardwood market in Boston in some weeks. The majority of yards in this vicinity have stocks large enough to fill immediate wants and so are buying only in a hand to mouth way. In a few instances orders for delivery next spring are being received. Furniture manufacturers are fairly busy and woodworking plants producing interior finish are doing a good business. The complaint among dealers here is that prices obtained are not as high as those paid in other large markets of the country. As a result of this shippers are inclined to favor orders from these other centers before orders sent from Boston for delivery in this vicinity. Dealers who have a trade in New York report that the demand has shown improvement. The shortage of cars still continues to give trouble.

The demand for plain oak in all grades and lengths is moderate. One inch ones and twos is quoted at \$50 to \$52. Quartered oak one inch ones and twos is moving in a fair way. Dealers are holding in the neighborhood of \$78, although it is quoted down to \$74 in a few instances. Brown ash has been selling in rather a free way, at \$49 to \$51. Wholesalers report a very good call for chestnut. Wisconsin red birch is held here at \$52 to \$55 with a moderate demand reported. Soft elm is quoted at \$40 and basswood at \$40.

Maple flooring is attracting a very fair volume of orders. Two and a quarter inch face clear maple flooring is held at \$39. There is a fair call for 1-inch hard maple at \$36.

Much more talk is heard of red gum than heretofore. Several wholesalers have samples and are talking it up to their customers. Thin stock especially is said to give satisfaction. As yet the trade act in a very conservative manner.

Whitewood does not show any activity. The majority who handle this stock state that prices of the better grades are firmly held, but that on good-sized orders for common stock concessions can be obtained. One inch is quoted up to \$49.50 and 1¼, 1½ and 2-inch at \$52. Cypress is in fair demand. Dry stock is in short supply.

### New York.

The local hardwood situation continues in much the same condition as last reported. There is a marked scarcity of birch, the demand for which is unprecedentedly large, and also of dry ash and plain oak, although there seems to be more of the latter stock offering than there has been for some months. Poplar is moving quite freely, and it is rumored that on January 1 there will be an advance in prices. With this in view no contracts are being taken to run beyond that date.

It is rather difficult to give a detailed review of hardwood conditions at this point owing to the peculiar circumstances at the manufacturing end of the business, and as one wholesale agent said recently, "The buyer seems to know more about actual conditions than we do." When viewed from one standpoint this fact is readily appreciated, for the reason that some manufacturers are entirely out of certain classes of stock, and are sold up pretty clean so far as immediate shipments are concerned, and of course take their own condition as a criterion for the market in general, whereas other manufacturers who have not been so fortunate, or wholesalers who have scurried around and secured stock, are in a position to sell, and as the buyer comes in contact with all classes of the selling trade, he becomes pretty wise as to the general situation.

However, the demand for hardwoods may be termed at least fair and available stocks not over plentiful, with the list moving freely, possibly excepting basswood and maple, and there is no indication of any easing off for some months to come. Conditions at sources of supply, as reported, give every indication that there will be an upward tendency of values between now and spring.

### Baltimore.

The extraordinary activity in the hardwood trade seems to increase rather than diminish with the lapse of time. The most encouraging reports of the state of trade are heard on all sides. The requirements of this city in the way of lumber continue abnormally large, and the proportion of expensive woods used was never so great. There is still much interior work to be done throughout the burnt district, while in the other sections of Baltimore there is also a large amount of rebuilding. The furniture factories and the plants that make interior finish are swamped with orders and running over time to turn them out.

Good dry oak, of course, takes the lead. Manufacturers are unable to furnish supplies as rapidly as needed, and the tendency as to prices is still upward, intending buyers being more solicitous about when they can get orders filled than about the price to be paid. This holds good in a large measure with respect to ash and chestnut. The situation is rendered all the more acute because of the railroad car shortage, which is responsible for vexatious delays, but somewhat eases the pressure on the mills. The inquiry for walnut is active.

The export business is practically without change. High values in the United States militate against the distribution abroad. In addition, stocks continue fairly large, thanks to the missionary work done among certain producers by English and European visitors, who come here and give a roseate view of conditions on the other side. Many of the shipments made on the strength of such representation net the shippers little or nothing, and even direct losses are not infrequent. The demand for poplar, both here and abroad, is restricted, and the efforts of manufacturers to maintain price lists are meeting with rather indifferent results.

The freight rate situation is in the main encouraging, the attempt to advance rates made some time ago not becoming permanent. Very favorable terms can now be secured, but bookings are not generally taken for a longer period than next August.

### Philadelphia.

Trade here is holding up remarkably, to such an extent in fact as to astonish lumbermen. High prices reign generally throughout the list and all kinds of lumber command good and seemingly stable prices. The hardwood market is most active and those who make a specialty of hardwoods are having a plethora of orders difficult to handle because of the car shortage. Despite the approach of winter the demand for hardwood shows no abatement.

### Kansas City.

Were cars plentiful and shipments coming from the mills with a fair degree of promptness, undoubtedly the hardwood people here and elsewhere would have some other troubles to complain of. As it is, the movement of stock from the mills is so exasperatingly slow that the manufacturers and wholesalers of hardwoods think that they would be perfectly happy if they could only get cars. No complaint is made as to the demand, or the state of the market, and while mill stocks are

light, the present volume of business could be handled with some satisfaction were it not for the car famine. For the past few weeks the shortage may not have been any worse than it has been some seasons in the past, but it is certainly as serious as it has ever been before, and if the hardwood yards here had not stocked up heavily some months ago, they would now be practically cleaned out of stock, as the supplies from mills have not for some weeks been coming anywhere near fast enough. Some railroad officials say the trouble comes more from lack of motive power than from lack of cars, and this is borne out by the fact that delivery of stock is very slow after leaving the mills. There is apparently no relief in sight, indications are that cars will be scarce for the next 30 days, and probably through the entire month of December.

Kansas City wholesalers say that the demand for all kinds of hardwoods is fairly active and that trade is fully up to the average for this time of year, while the volume of business for the entire year will exceed considerably that of 1904. Good weather is helping out the demand noticeably, and the demand for stock for building purposes, such as finish, flooring, etc., is better than usual for so late in the year. The call for railroad and car stock is remarkably active. The various railroad companies are sending in estimates for figures on large lots for next year's requirements, and it looks as if the railroad mills will have all the orders they can take care of for the first half of next year at least. The demand for furniture stock is normal in this territory. Wagon and implement stock is being sold as fast as the mills can get it ready. Planing mill stock is selling freely, as most of the larger towns are doing a large amount of building.

Prices have a strong upward tendency, and the market is generally firmer now than it was awhile back. This is undoubtedly due to some extent to the difficulty in making shipments, as buyers wanting stock quick are not haggling over the price if they can get it delivered. However, mill stocks are light all over the South, and this has been the worst year for milling operations ever recorded. What lumber is manufactured is sold about as soon as sawed and it is predicted that hardwood mills will go into the new year with the lightest stock on record. Indications point to firm prices through the winter, and higher prices next year if the demand comes up to expectations. Plain oak is as firm as ever, and with the exception of cypress, the markets have been stationary this month. On Louisiana cypress, advances have been made on both common stock and upper grades during the past thirty days.

### Pittsburg.

The approach of winter finds hardwood dealers bending their energies to scoring all the orders possible in the next six weeks so that this may be, as it unquestionably will be, a banner year in the hardwood business in Pittsburg. Few have any serious cause for complaint other than the car shortage. This is no worse than two weeks ago except that as it has not improved, the situation at the mills is naturally more aggravated.

The market in general is strong. Many woods are selling at better than list for first-class stock, and dry stock of all kinds is commanding satisfactory prices. While the yard trade has fallen off a little there is considerable buying for next season, especially among manufacturers. In a few lines, such as railroad and bridge timbers, the approaching end of the working season has caused a decline in orders. The coal companies, especially those in the coke regions, are taking a large amount of stock and there is



still a good demand for the hardwood for interior house finish.

Prices on all hardwoods are strong. Poplar leads in this respect. No advance in quotations has been announced, but several firms report that they are selling above list, a condition that is warranted by the increasing demand for good stock. For all grades of red and white oak there is a brisk market, and much heavy stock is being sold for construction purposes. Car material is in active demand also. Maple is a rapid seller for flooring, but other lines are moving slowly. Chestnut meets an active demand at eastern markets and in Ohio, the call being greater than the visible supply, causing a stiffening of prices at the mills. Beech and birch are minor quantities on the wholesalers' lists. Hickory and ash are selling well among the carriage, handle and automobile manufacturers. Most of this lumber is being taken from the smaller mills in Western Pennsylvania and Ohio, and this year will mark nearly the close of this business, for the supply is practically exhausted.

Local firms are still making large purchases of timber for next year's trade and are investing largely in machinery to increase their output. A firm feeling prevails that next year will exceed this in the total of sales, as the outlook for building and construction work is excellent.

#### Buffalo.

Lumber moves well, although the hardwoods are not on the average as active as white and yellow pine and hemlock and there is prospect of this difference being kept up for some time. It is said that hardwood prices are low and not very uniform, but the demand is so close to the supply that it ought to be easy to command a good price for everything.

There is a remarkable call for chestnut, which has been taking the place of plain oak. The drain is so great that there is scarcely any chestnut left in the city. Birch is also in strong demand in place of quartered oak, so that there is a prediction that all oak will go up soon, as there is not birch or chestnut enough to meet the demand.

Ash is rather more active than formerly and if black ash could be had in quantity there would be a big trade in it. The supply of white ash is apparently better than it used to be and the trade is of larger proportions than was supposed possible when the supply began to run down some years ago. Maple and basswood are without change, only in fair demand and prices are not strong. Elm is scarce and not much used. Cypress is going up and poplar is doing fairly well. Shingles are almost out of market.

#### Cincinnati.

The excellent condition of the hardwood trade continues, according to the dealers and manufacturers. There is only one discouraging feature and that is the difficulty in securing a sufficient number of cars. Much trouble is also being felt in getting receipts here when scheduled. During the past two weeks plain oak has held its position as leader of the list in strength and activity. Stocks have been short and there is little likelihood of an increase in the near future. Quartered white, of desirable grades, and red in firsts and seconds, have moved at a rapid clip and proved excellent property. Ash has been a prime seller, ranking second to plain oak. Chestnut and hickory sell readily in all dimensions, and prices therein have been sustained on a firm basis. High grade poplar remained firm under urgent calls, but the lower grades failed to arouse much interest on the part of consumers. Box boards and other upper grades of cottonwood have had a fine sale while red

gum maintained its previous standing. The demand for all woods has been principally from domestic sources with only a sprinkling of foreign orders received.

#### Detroit.

The car shortage is acting as a sort of safety valve on hardwood trade in Detroit and vicinity. The shortage is considered by local dealers actually providential, as there is no surplus in Detroit yards, and everything is moving rapidly. As one dealer says, "If there were enough cars, the dealers would make gluttons of themselves." Red oak is still scarce, but there is plenty of white oak. The local market is holding up well and the outlook is very good.

#### Saginaw Valley.

Trade in hardwood lumber usually lets up a little at this season of the year, but it is limited now only by the inability to get cars. The car famine has never been more acute and there is no prospect of a let-up before spring. Every lumber firm on the river is calling for cars and some of the larger concerns are badly handicapped. One of the large firms is from 60 to 100 cars short every week in its requirements, and the effect on business under such conditions can readily be understood.

Maple which, as is well known, constitutes by far the largest proportion of hardwood stock produced in eastern Michigan has been rather slow during the greater portion of the season. A year ago maple lumber was quite active, but maple flooring was slow. This season conditions have been reversed and while maple lumber has been dull and its sale forced in many instances, the maple flooring industry has been active and prices \$3 and \$4 a thousand better than last year. Of late, however, the conditions in maple lumber have improved and there is now more inquiry for it than for some time. Some contracts are being made, indicating confidence in the market for the future and prices appear to be firmer. There is considerable maple in the hands of dealers and manufacturers, but some of the larger concerns dispose of the bulk of their output by contract for the year's cut and consequently these are out of market. There is also more inquiry for basswood and prices look better. The output of basswood in this locality is not excessive. Ash has held its own and no difficulty has been experienced in getting rid of it. A number of nice lots have been picked up during the month. Birch is doing better and although in limited quantity, the demand promises to consume all during the winter. There is some elm, oak and beech coming in but not in large quantities. There is very little oak left and it is found generally in lots of a few thousand feet and scattered.

Taken altogether the existing conditions are reasonably satisfactory both as regards stocks in hand, the volume of trade and prices. Unless all signs fail the coming year will be even better than the present one and manufacturers and dealers are making plans to get all there is in it.

#### Grand Rapids.

The demand for hardwoods in local circles is reported good. The recent advance of 10 percent decided on at the Chicago meeting of the National Association of Case Goods Manufacturers is having its effect on the hardwood market.

Plain sawed oak continues stiff, basswood is moving better and there is a notable improvement all along the line.

#### Milwaukee.

The hardwood market in this locality has shown no marked change during the past

in the inquiry for oak and ash and a somewhat better demand for birch and basswood. The furniture men are the most active in their quest for hardwoods and many large sales in that quarter have been made within the last few days. Building operations which will be carried well through the winter are expected to furnish a steady market for woods for interior finish. The scarcity of oak is held responsible for present conditions in that commodity. Prices have remained practically stationary during the past two weeks, although it would occasion no surprise if they would stiffen at any time. The expected relief in the car situation has not come. The lack of any considerable surplus in stocks is attributed to the fact that there has been a decreased activity in the hardwood fields of the South. Yellow fever and floods have been a serious handicap to logging operations in that section and the result is that they have not entered the North with their stock to any extent. Local dealers in hardwood look for a brisk trade, practically all through the winter, and they are making preparations for a big season next year.

#### Bristol.

While a most roseate view is still maintained by the lumbermen of this section the market has been a little quiet for the past ten days, although prices remain about the same. Stocks in the local yards are not quite as large as usual. There is possibly one exception to the statement for at one mill quite a large quantity of walnut lumber has been accumulated for export and will be moved at once.

#### Chattanooga.

During the past thirty days there has been a very marked increase in the demand for lumber, especially poplar, oak and chestnut. The demand for both plain and quartered oak is steadily increasing. The supply in the Chattanooga market is nothing like equal to the present requirements of the trade, and is lower than at any time since 1900. Prices are being refused almost every day that would have been readily accepted thirty days ago. The demand for poplar is showing an activity that is causing stocks to move at much better prices than have prevailed for the last eighteen months. A canvass of the situation the country over clearly shows that there are but very light stocks of poplar, oak and chestnut at mills or at the prominent distributing points. Delivery of logs to the mills by river will hardly begin for thirty days or longer, and then it will be ninety days to four months before the first lumber cut will be ready to ship. During that time nearly everything in shipping condition will have been closed out. It would not be at all surprising to see all grades of oak and poplar lumber advance \$2 to \$5 per thousand before the first of February. Ash is in strong demand with very limited supplies of good stock to fill orders.

The receipts of logs the coming year will be the smallest of any year since 1885 in the Chattanooga district, and on account of the scarcity and high price of standing timber the same conditions will prevail at nearly all prominent lumber-producing points in this section of the South. The demand for box material in this market has never been greater than at present. Poplar wagon box boards are in active demand and there is probably not a carload to be found in Chattanooga today. Poplar squares are practically out of stock in this city. There is a fair supply of No. 2 and No. 3 common poplar and sound wormy chestnut, and a liberal supply of No. 1 common poplar, but in No. 2 and saps and wagon box boards the market is practically exhausted.



## St. Louis.

There has been quite a noticeable improvement in the hardwood demand the past two weeks. A general canvass of the situation reveals a universal satisfactory feeling, both as to volume and prices. White oak, plain sawed, is still in brisk call at well maintained figures. Clear and seconds red oak, plain sawed, is scarce, and is commanding prices somewhat above the list. White quartered oak shows a very decided betterment in demand, and prices are accordingly improved. The call for poplar is more active than for some time past, and the upper grades have made a record in sales the past month. Hickory is in better request from the wagon makers than for a number of months back, and is showing some signs of revival in price as well. Gum is in continued fair demand at firm prices. Cottonwood also has shown improvement, and is selling in larger quantities than for some time.

## Nashville.

Local lumbermen are busy. The market is full of buyers, many of them from the East and North, and trade is reported brisk in nearly all lines. Prices are firm. Plain oak is probably the best seller. There is an active demand for ash and any amount of it is taken readily at quotations. The same is true of chestnut. Some improvement is noted in poplar; in fact, there is quite an active demand for firsts and seconds. Owing to approaching cold weather some of the retailers are holding off in their purchases, preferring not to carry over large stocks through the winter months. On the other hand, some believe they can readily sell all they get and are buying right along, figuring that the building boom, which has been steady for months past, will continue.

## Memphis.

The demand for hardwood lumber here continues satisfactory. The volume of business is as heavy as the limited offerings of dry stock will allow, and prices are advancing. The foreign demand has displayed little or no improvement, and while fair with respect to certain stock is on the whole in rather poor shape. Plain oak continues strong in both red and white and in all grades, being about the strongest item on the list. However, ash and cypress follow very close and are in excellent demand, the movement including all grades. Quarter-sawed oak is holding its own and if there is any change it is in the direction of improvement. This applies to both red and white varieties in the higher grades. Cottonwood is gaining in strength because it is growing scarcer constantly. Production is limited and shipments are in excess of the output, with the result that considerable inroads are being made on holdings. The most active demand is for the higher grades. Gum is a free seller in all grades, but poorly sawed, poorly handled stock is a drag on the market regardless of the grade. Poplar is very steady in the higher grades, although the general improvement in low-grade lumber is reflected to some extent in common and cull poplar.

Rather better weather conditions have prevailed in this territory during the past week, but the amount of lumber produced during the past month has been far below the average for this time of year. A prominent lumberman, who traveled through Mississippi recently, says that in his twenty years' experience in Mississippi he had never seen a season when lumbermen went into the winter with such small quantities of either lumber or logs as this year. He says he traveled two days without seeing a mill in operation and many of the larger mills are unable to do anything because of the timber shortage. He reports similar conditions in Arkansas.

## Minneapolis.

There is little buying in the northwest at present, but this does not seem to have a depressing effect. Dealers have all had a fair run of trade this fall, and expect slow times between now and the first of the year. The situation is strong chiefly because the small mills and the commission men who cut prices have run out of stock, and hardwoods in the north are practically all in the hands of mills or dealers who know what the stock is worth, and can afford to wait until they get their price. Consumption of hardwood is heavy in most of the factories, which are enjoying a prosperous season, and it will not be a great while before their present accumulations of material will be cleaned up, and they will be buying again. While dealers are not saying much about conditions and consider the market about dead, good sales are being made and the factories are keeping in close touch with the market, preparatory to laying in new stocks after their invoice taking.

Low-grade birch and basswood are the best sellers; the upper grades of these woods are not much sought after just now. Oak is the subject of frequent inquiry, and any good northern stock offered meets with ready sale at satisfactory prices. There is not enough to be a great figure in the market, and southern stock is coming in and selling at almost the same figures. Rock elm is scarce also, and stiff in price, good stock being in demand. Soft elm and ash are comparatively active and values are good.

Flooring is about the only item of hardwood in which country trade is interested. A noticeable feature of this business is that the smaller towns are calling for better grades of flooring.

The advance in pine prices has made hardwood lumbermen feel that their product is certainly worth present prices, if not more, and in that way has had a toning effect on the market. No one expects any surplus stock to be carried over into next season, and reports received here from the mills indicate that Wisconsin will put in as great an amount of hardwood logs this winter as possible. New mills in Minnesota are taking the place of those cut out and quitting business in Wisconsin, but the Minnesota field is not a big one, and is considered only as a temporary factor.

## Louisville.

The most active interest in the hardwood trade in Louisville of late has been in car stock, which is in very active demand, with a slight advance in price. The entire hardwood list has improved materially during the past fortnight, both in demand and price. The country mills are busy, and conditions are most favorable. The only dark cloud on the horizon is the scarcity of cars, which is met at all points.

Notwithstanding the fact that the poplar market appears to be improving right along, some cottonwood people claim that their product is getting the preference in many instances at even prices. Cottonwood dealers emphasize strongly the point that it no longer plays second fiddle to poplar, but now stands alone on its own merits. Some quartered oak is moving, but there is no special excitement in this branch of the trade. Quotations vary considerably, running \$38 to \$40 on No. 1 common and \$60 to \$65 on firsts and seconds, with some exceptionally good stock going above the higher figures, and some bargain lots probably changing hands under the minimum.

## Ashland.

Business in local hardwood circles is un-  
usually brisk for the time of the year and

buyers are in many instances placing orders for next year's supply.

There is a steady and firm advance in the price of poplar. Firsts and seconds have gone up \$2 and a raise of from \$5 to \$7 is expected by January 1.

There is a particularly strong demand for low grade stock, especially numbers 2 and 3 and mill culls of different thicknesses and dealers should be able to secure the best prices on all such stock.

Poplar being so low in price is making itself conspicuous in contrast with other building materials, and indications point toward a scarcity of that wood within the next few months owing to the immense output.

## London.

There is little activity in the movement of lumber at the moment, but prices are firm, and, as freight rates have advanced considerably and arrivals are light, it will give holders a chance to sell goods lying at the docks without having the fresh arrivals to compete with.

There have been rumors of the failure of one or two lumber dealers here, which has caused a check to a not over-busy market, and it is possible that some of the lumber importers here will see the wisdom, or otherwise, of selling as much as they can on contract. Having large consignments of the same class and grade of stocks to compete with, it is quite evident that if lumber is contracted for at say \$40 and the same grade of lumber arriving on consignment at same time can be bought on the quay at \$35 some one loses money besides the shipper.

Walnut arrivals of boards are not heavy and parcels of good quality are realizing fair prices. Logs are not wanted unless absolutely prime and fit for veneers, when good prices can be obtained. Oak boards, in prime and medium quality, are firm at good prices. Planks are doing well at a slight advance in prices and are expected to do better. Satin walnut holds its prices and arrivals are scarce at the moment. Quartered oak is seldom inquired for now. Of whitewood there is a fair demand for prime dressed stocks, but the cheaper grades are difficult to dispose of. Mahogany is a very good seller at present at good prices, in fact it seems to be the only wood that is selling well.

## COTTONWOOD

## GUM and HARDWOODS

## PAEPCKE-LEICHT LUMBER CO.

Mills:  
Calro, Ill.  
Marked Tree, Ark.  
Arkansas City, Ark.  
Blytheville, Ark.  
Greenville, Miss.

## General Offices:

Tribune Building,

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WHOLESALE CASH BUYERS OF  
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WOODS, SQUARES, BALUSTER STOCK, ETC.

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## WHITING MANUFACTURING COMPANY

MADE IN U.S.A.

BAND SAW STOCK WIDTHS IN  
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ELIZABETHTON, - - - TENNESSEE

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## MANUFACTURING LUMBERMEN'S UNDERWRITERS.

### THE STRONGEST INSURANCE ORGANIZATION TODAY IN AMERICA

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The saving is not  
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but on the ✿ ✿  
ENTIRE LINE.  
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Only well built  
plants with ade-  
quate protection  
and at least five  
years timber supply  
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For List of Members and further information Address

**HARRY RANKIN & COMPANY**  
KANSAS CITY, MO.



# Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
For three insertions ..... 50 cents a line  
For four insertions ..... 60 cents a line

Eight words of ordinary length make one line.  
Heading counts as two lines.  
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYES WANTED.

### SALESMAN WANTED

To represent a Cleveland wholesale lumber firm, a good salesman familiar with white pine, hemlock and yellow pine. Address "SALESMAN" care HARDWOOD RECORD.

### SUPERINTENDENT WANTED.

Experienced man as superintendent of sash and door factory. Apply ST. PAUL SASH, DOOR & LBR. CO., St. Paul, Minn.

### INSPECTOR WANTED.

A competent hardwood lumber inspector to travel on the road. State wages wanted. Address MORGAN care HARDWOOD RECORD.

### SAWYER WANTED—AT ONCE.

One experienced in sawing dimension lumber and wagon wood stock with friction feed, short log sawmill. Will have to keep up saw and machinery. State experience and salary expected.

W. F. DAVIS, Point Pleasant, Mo.

## LUMBER FOR SALE.

### WE HAVE ON HAND AT OUR MILLS

The following stock, dry and in shipping condition.

**CHESTNUT.**  
10 M ft. 4/4 No. 1 Common.  
15 M ft. 5/4 No. 1 Common.  
15 M ft. 6/4 No. 1 Common.  
20 M ft. 4/4 No. 2 Common & Sound Wormy.  
19 M ft. 5/4 and 6/4 No. 2 Common and Sound Wormy.

**POPLAR.**  
10 M ft. 5/8 1st and 2d, 18" to 24".  
10 M ft. 5/8 1st and 2d, 24" and up.  
25 M ft. 3/4 1st and 2d, 18" and up.  
15 M ft. 6/4 1st and 2d, 8" to 18".  
5 M ft. 5/4 1st and 2d, 18" and up.  
10 M ft. 8/4 1st and 2d, 8" to 18".  
5 M ft. 8/4 1st and 2d, 18" and up.  
75 M ft. 4/4 No. 1 Common (Selects in.).  
12 M ft. 5/4 No. 1 Common (Selects in.).  
19 M ft. 5/4 No. 1 Common (Selects in.).

**WHITE OAK.**  
25 M ft. 5/4 1st and 2d Quartered.  
19 M ft. 5/4 No. 1 Common Quartered.  
1 M ft. 12/4 Common Quartered.  
25 M ft. 12/4 Common Quartered.  
1 M ft. 16/4 Common Quartered.  
3 M ft. 10/4 1st and 2d Quartered.  
6 M ft. 12/4 1st and 2d Quartered.  
15 M ft. 4/4 No. 1 Common Plain.

### FENCE POSTS AND TELEPHONE POLES.

Chestnut Poles of all descriptions. Unlimited stock.  
F. S. LUMBER & SUPPLY CO., Berwick, Pa.

### BONE DRY OAK FOR SALE.

For sale in bulk or by the piece. White Oak, Poplar, Ash, Hickory or Walnut.

### LOCUST AND CHESTNUT FENCE POSTS

Hardwood piling and chestnut telephone poles.  
E. S. CULBERTSON, Ironton, Ohio.

### DRY WHITE OAK—POPLAR.

500,000 ft. 1" Log Run Qtd. White Oak.  
100,000 ft. 1" 1st and 2d Poplar.  
LOGAN & MAPHET LUMBER CO.,  
Knoxville, Tenn.

### FOR SALE—DRY GUM.

500,000 feet 1 inch Log Run.  
125,000 feet 1 1/2 inch Log Run.  
50,000 feet 2 inch Log Run.  
Stock has been on sticks over a year. Will sell Log Run or on grades. Nice bright stock. Good widths and lengths. Write for prices.  
THE JOHNSTONE LAND CO., Blodgett, Mo.

### BONE DRY STOCK FOR SALE.

350,000 ft. 4/4 Basswood.  
350,000 ft. 5/4 Basswood.  
350,000 ft. Mill Cull Birch.  
THE R. G. PETERS SALT & LBR. CO.,  
Eastlake, Mich.

## LUMBER WANTED

### WILL BUY ENTIRE CUT OF MILL.

Maple, Beech, Rock Elm, Soft Elm, Basswood, Tamarac and Hemlock.  
THE WICKS LUMBER CO.,  
Battle Creek, Mich.

### WANTED—TO CONTRACT

For the entire output of mill cutting largely Oak and Chestnut. Want to do business with a straight mill man who is seeking a satisfactory connection. Am in position to make reasonable advances on stock as put in pile. Address "BOX 27," care HARDWOOD RECORD.

### WANTED.

Clear White Oak Baluster and Furniture Squares. We have trade for more than we can get out and wish to contract with reliable mill company for several cars for winter delivery. Give price delivered Buffalo, N. Y., Philadelphia and Pittsburg, Pa.  
PITTSBURG SAWMILL LUMBER COMPANY,  
Jeannette, Pa.

### WANTED—WAGON STOCK.

Correspondence solicited from millmen able to give early shipments on Asa Tongues, Rough Sawed Felloes and Hickory Doubletrees. We are also in the market at all times for Oak Tongues, Bolsters and Reaches.  
J. A. BROWNE & CO., INC.,  
No. Manchester, Ind.

### WHERE CAN WE BUY

Maple Dowels, straight grained, 1", 1 1/4" and 1 1/2", 5 ft. and longer?  
WESTERN HARDWOOD LUMBER CO.,  
Los Angeles, Cal.

### WANTED—CLEAR OAK STRIPS.

Can use Plain and Qtd. Red and White, 3/4" by 2 1/4", 4 ft. and longer, also same stock in 8".  
WESTERN HARDWOOD LUMBER CO.,  
Los Angeles, Cal.

### WANTED—HARDWOOD LOGS.

200 M feet 28-inch and up White Oak logs.  
200 M feet 12-inch and up Walnut logs.  
50 M feet 12-inch and up Cherry logs.  
C. L. WILLEY,  
Blue Island Av. and Robey St., Chicago.

### OAK.

We are in the market for plain sawed oak, all grades and thicknesses.  
P. G. DODGE & CO., 2116 Lumber St., Chicago.

### WE WANT TO CONTRACT

With a mill of reasonable size and capacity with good timber supply and equipped to produce well manufactured lumber. Cut must be prime white oak, of which 20% or more must be quartered white oak. Must be on R. R. Will advance on estimate as lumber is placed on track.

Also interested to buy dry stock in Plain or Quartered Oak, Poplar, Ash, Hickory or Walnut.  
JOHN STEWART & CO., Chicago, Ill.

## MACHINERY FOR SALE

### MACHINERY FOR SALE.

#### DEPLEN PUMPS.

16"x8 1/2"x10" Worthington, 6" suc., 3" dis.  
16"x8 1/2"x10" Worthington, 6" suc., 4" dis.  
14"x10"x10" Worthington, 7" suc., 6" dis.  
12" & 18"x10"x10" Smith Valle Compound, 7" suc., 6" dis.  
10"x6"x10" Canton, 5" suc., 4" dis. New.  
10"x4"x8" Crane No. 8 fire engine, two, 4" suc., 4" dis.  
7 1/2"x4 1/2"x10" Canton, 4" suc., 3" dis. New.  
7 1/2"x4 1/2"x7" Canton, 4" suc., 3" dis. New.  
6"x4"x6" Canton, 3" suc., 2 1/2" dis. New.  
6"x4"x6" Smith Valle.  
6"x4"x6" Worthington.  
5 1/2"x3 1/2"x7" Deane.  
5 1/4"x3 1/2"x6" Canton, 2 1/2" suc., 2" dis. New.  
4 1/2"x2 3/4"x4 1/2" Canton, 2" suc., 1 1/2" dis. New.  
4 1/2"x2 1/2"x4 1/2" McGowan, 1 1/2" suc., 1" dis.

#### TUBULAR BOILERS.

3 72"x18", 70 4" tubes, 125 lbs. pres. New.  
9 72"x16", 70 4" tubes, 125 lbs. pres. New.  
1 66"x18", 58 4" tubes.  
1 66"x16", 52 4" tubes, 110 lbs. pres. New.  
3 66"x16", 54 4" tubes.  
10 66"x16", 52 4" tubes, 125 lbs. pres. New.  
3 60"x16", 58 3 1/2" tubes, plug hat dome.  
5 60"x16", 46 4" tubes, cross dome.  
3 60"x16", 44 4" tubes. New.  
1 54"x14", 60 3" tubes, plug hat dome.  
2 50"x15", 50 3" tubes, cross dome.  
1 48"x12", 52 3" tubes, I. H. dome. New.  
1 44"x12", 46 3" tubes, P. H. dome. New.  
1 40"x14", tubes, cross dome.  
1 36"x12", 28 3" tubes, P. H. dome. New.  
1 36"x10", 28 3" tubes, P. H. dome. New.  
1 36"x8", 28 3" tubes, P. H. dome. New.  
1 30"x8", 20 3" tubes, P. H. dome. New.

#### CORLISS ENGINES.

26"x48" R. H. girder frame, Allis.  
23"x48" R. H. girder frame, Harris.  
22"x48" R. H. girder frame, Allis.  
22"x48" L. H. Hamilton.  
16"x36" R. H. girder frame, Bates.  
14"x42" R. H. girder frame, Harris.

#### AUTOMATIC ENGINES.

28 1/2"x52" R. H. Buckeye, style A.  
22"x40" R. H. Buckeye, style A.  
20"x23" L. H. Buckeye, style B.  
17 1/2"x18" L. H. Buckeye, style C.  
16 1/2"x27" R. H. Buckeye, style B.  
15 1/4"x24" R. H. Buckeye, style B.

14"x14" Ideal, center crank.  
15"x14" Ideal, center crank.  
14"x16" center crank Clark, with sub base.  
12"x12" Ideal, center crank.  
11"x16" R. H. Russell, girder frame.  
10"x16" straight line, center crank.  
9 3/4"x11" Westinghouse, standard.  
8 1/2"x10" center crank, Clark. New.  
8"x10" Clark center crank, with sub-base. New.

#### THROTTLING GOVERNOR ENGINES.

20"x24" R. H. top slide valve, Bartlett.  
18"x30" R. H. box bed, slide valve, Stedman.  
18"x24" L. H. slide valve, Erie.  
18"x20" R. H. Wilson & Hendrie.  
16"x30" L. H. box bed, slide valve.  
15"x26" L. H. box bed, slide valve.  
14 1/2"x20" R. H. box bed, slide valve.  
14"x26" R. H. box bed, slide valve.  
14"x24" R. H. box bed, slide valve, Springer.  
11"x20" R. H. box bed, side slide valve, Renault.  
14"x16" center crank, slide valve, Nagle.  
12"x20" L. H. side slide valve, Atlas.  
12"x20" L. H. box bed, side slide valve.  
12"x16" R. H. girder frame, Merrill & Bacon.  
12"x16" center crank, slide valve, Nagle.  
12"x16" R. H. box bed, side slide valve.  
10"x16" L. H. box bed, Smalley.  
9 1/2"x10" center crank, Clar. New.  
9"x16" R. H. box bed, top rock, valve.  
9"x16" L. H. box bed, top rock, valve.  
9"x12" center crank, Nagle.  
8"x10" center crank, slide valve, Nagle.

WICKES BROTHERS,  
Saginaw, Mich.



**BUSINESS OPPORTUNITIES****FOR SALE BARGAIN.**

Band sawmill and planing mill on N. C. & St. L. R. R. and Southern R. R. and Tennessee River. 14 acre yard, 2,000 ft. side track on property. Timber supply both rail and river cannot be surpassed. Good reasons for selling. Apply for particulars.

BOX 321, care HARDWOOD RECORD.

**I AM IN THE MARKET**

For a stock Hardwoods, running largely Oak and Chestnut. Would take entire output of mill to secure some of stock sawed to order. A straight mill man desiring some one to handle his cut can make a satisfactory deal. Reasonable advances made on stock as put in pile. Address "CUT," care HARDWOOD RECORD.

**FOR SALE.**

Valuable manufacturing property in Chattanooga, Tenn., consisting of factory in active operation manufacturing wood pulleys. This is a rare chance for some one with medium amount of capital to get into a nice, clean, profitable manufacturing business that is now making money. You can't beat it. No trouble to sell output. This factory is turning out the best wood split pulleys on earth. Lumber is plenty and cheap. Chattanooga is the best manufacturing city in the south today. Do not miss this chance to get into an established paying business. Address

WM. FOWLER.

Care Case Lumber Co., Chattanooga, Tenn.

**FOR SALE.**

An up-to-date circular mill, capacity 20 M ft. per day. Located in the best hardwood section of Northern Wisconsin with 100,000,000 ft. of standing timber and logs to go with mill. Also number of good teams, logging sleighs, blacksmith shop and complete logging tools. Good show to buy custom logs. Fine opportunity for capable factory or mill man. Excellent reason for selling. Address all communications

WABENO LBR. & MFG. CO.,  
Wabeno (Forest County), Wis.

**NOTICE IS HEREBY GIVEN**

That on Monday, the 18th day of December, A. D. 1905, at my office, 1735 Curtis St., Denver, Colo., U. S. A., I will receive sealed bids for the purchase of all or any portion of the lands belonging to the Fidelity Savings Association of Denver, situate in Concordia Parish, State of Louisiana. Right to reject any and all bids being reserved.

The character of this land is rich delta alluvial soil and has upon it hardwood timber consisting of Oak, Cypress, Gum, Ash, Elm and Hickory trees. For further particulars, terms and maps of said lands, apply to

RICHARD H. MALONE, Receiver,  
1735 Curtis St., Denver, Colo.

**FOR SALE.**

One Band Saw Mill, 25 M feet per day capacity; complete with edger, trimmer, electric light plant and a fine power. Address

M., care HARDWOOD RECORD.

**FACTORY LOCATIONS.**

We have issued a little booklet on the timber resources of our line and locations for factories, mills, etc. It shows the following openings:

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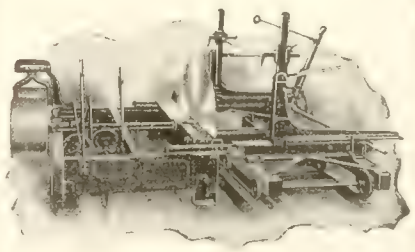
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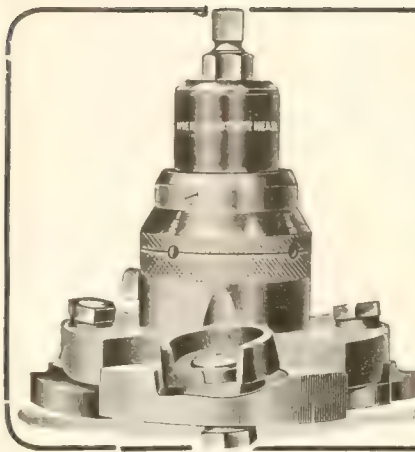
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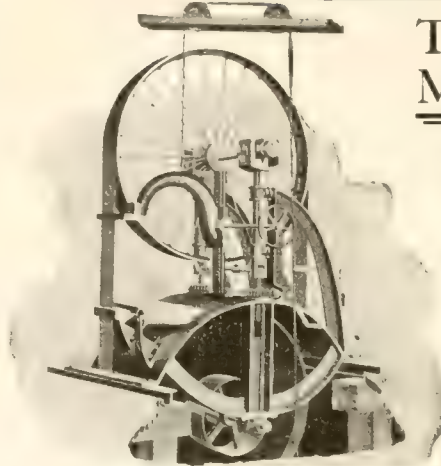


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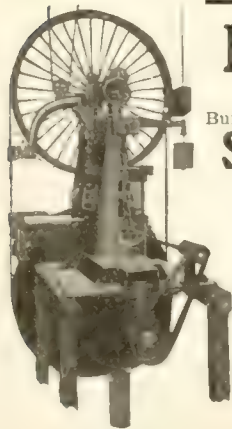
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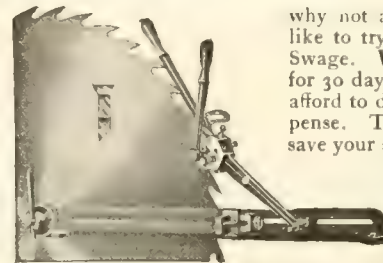
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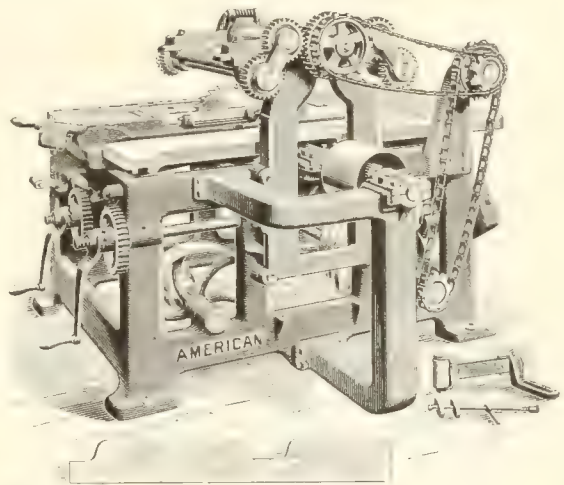
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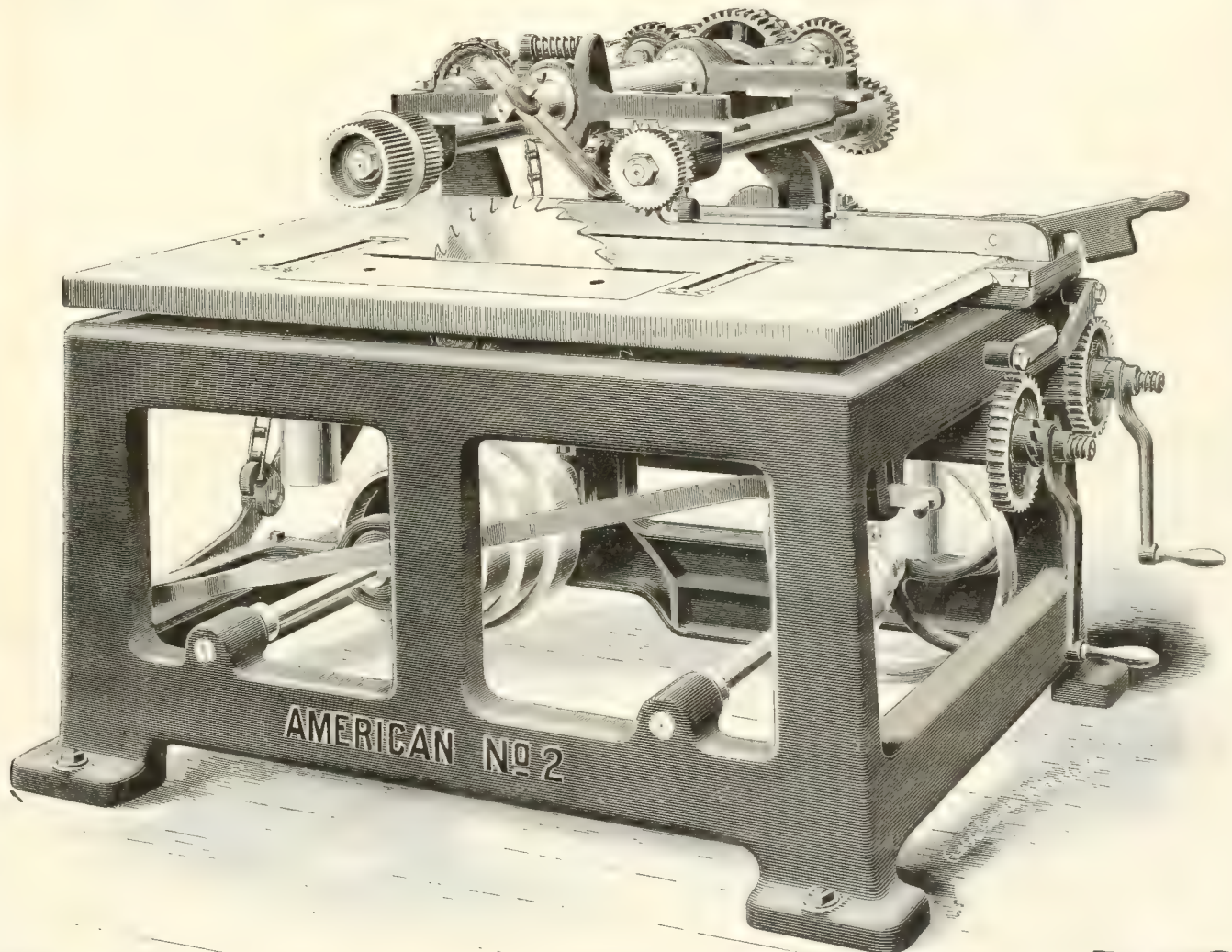


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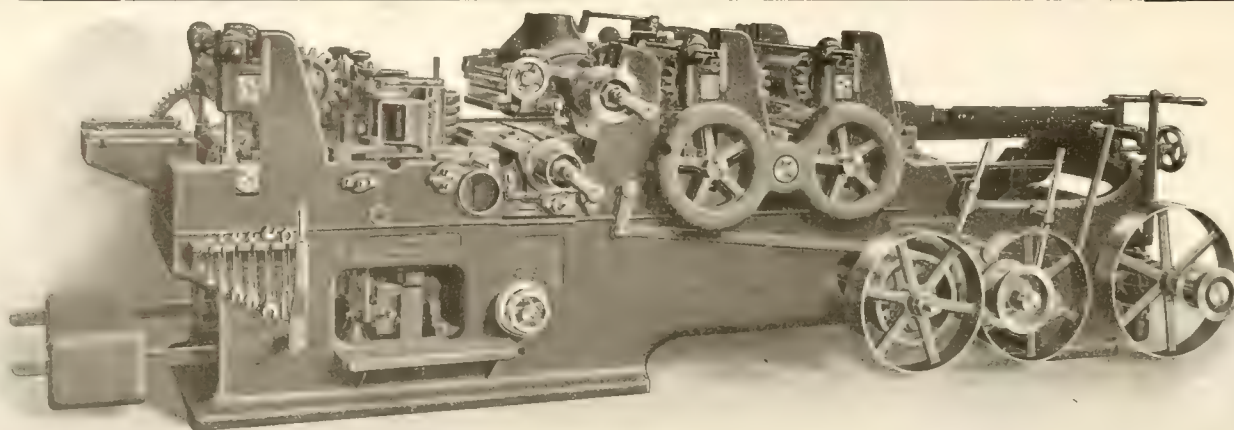
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**Contains:**—Our PATENT ADJUSTABLE WEDGE PLATEN—a device for instantly changing the cut, distributing it between the top and bottom heads as desired, without altering the finished thickness or location of matching. BELT-RELEASING DEVICE (patent pending), provides for instantly releasing or tightening all belts simultaneously, with independent means for tightening all belts; especially advantageous for removing bottom head and releasing strain on belts when machine is idle; facilitates use of endless belts; automatic binders prevent the side head belts from climbing or chafing even when working narrow stock; PATENT ADJUSTABLE GAUGES for setting the knives without measuring, absolutely accurate; PATENT SIDE WING BOXES, a new type of self-oiling, self-adjusting clamp boxes.

BUILT TO WORK 8", 15", 24" OR 30" WIDE BY 6" THICK. ALSO BUILT WITH FIVE HEADS.

**S. A. WOODS MACHINE CO., BOSTON, MASS.**

**WOOD WORKING MACHINERY**

JOEL B. ETTINGER, WESTERN MANAGER,

811 RAILWAY EXCHANGE, CHICAGO, ILL.



## Saws for Hardwoods

A good many saws will do fair work in white pine, hemlock, yellow pine and Pacific Coast woods, but it takes an Atkins' band or circular to "stand up" in hardwoods. Tell us what your saw needs are, and we'll prove

*Atkins always ahead.*

**E. C. Atkins & Co. Inc. Indianapolis, Ind.**

Atlanta, Ga.

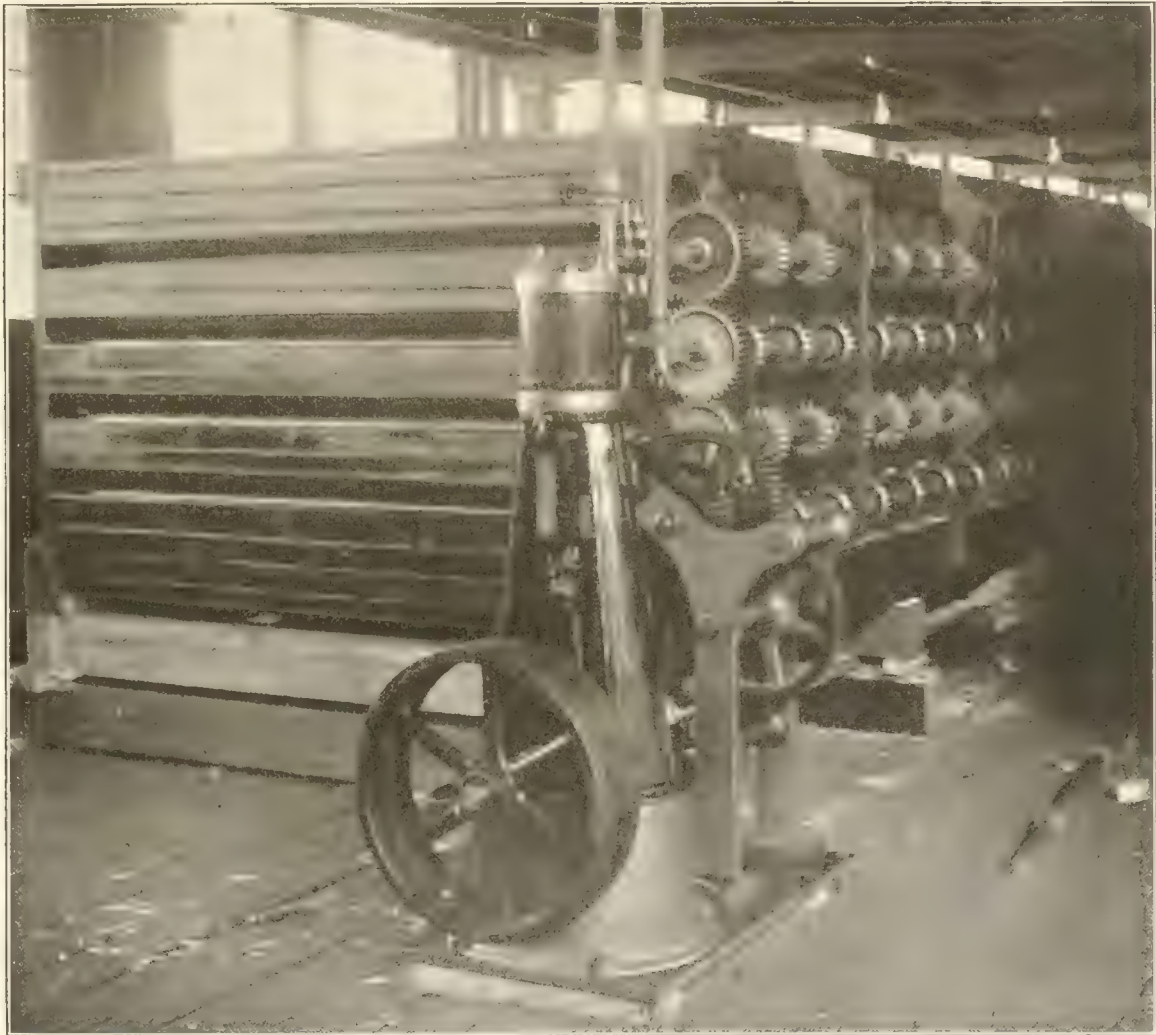
New York City

Portland, Ore.  
Minneapolis, Minn.

Seattle, Wash.  
Toronto, Canada

Our Saw and Tool Catalogue  
Can be Had for the Asking

# Coe Roller Dryer



End view of Coe Automatic Roller Dryer as set up in the Painesville shops built for Wm. E. Uptegrove & Bro. the largest manufacturers of cigar box lumber in the world.

Read what Wm. E. Uptegrove & Bro. say of this apparatus:

BROOKLYN, NEW YORK, September 2, 1905.

COE MANUFACTURING CO., Painesville, Ohio:

DEAR SIRS—Your letter of 23rd ulto. was duly received, and in reply, we are drying with your roller dryer Spanish Cedar, from logs that have been somewhat dried out, one-sixth inch in thickness in thirty minutes. Where the timber is green it takes thirty-seven minutes.

Yours truly,

WM. E. UPTEGROVE & BRO.

Dictated W. E. U.

Let us tell you more about the best thin lumber and veneer drying equipment manufactured.

**Coe Manufacturing Co.** 105 Bernard Street **Painesville, Ohio**





# WISCONSIN



## STEINMAN LUMBER COMPANY

MILWAUKEE : : : WISCONSIN

Wisconsin and Southern  
**HARDWOODS**  
**MAHOGANY**

WE MAKE A SPECIALTY OF THICK MICHIGAN HARD MAPLE

## THE NASH LUMBER COMPANY

SHIPPING POINT

GLIDDEN, WISCONSIN

---

4-4 and 8-4 No. 2 Common BASSWOOD  
 4-4 and 8-4 No. 3 Common BASSWOOD

---

SHANAGOLDEN

WISCONSIN

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, - - - WISCONSIN  
Saw and Planing Mill at Atlanta, near Bruce, Wis., on Soo Lines.

Manufacturers

**Wisconsin Hardwoods**  
 PINE AND HEMLOCK

WRITE US FOR PRICES ON  
 1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH. 1¾ INCH RED BIRCH.  
 1 INCH NO. 1 AND NO. 2 BASSWOOD. RED BIRCH FLOORING.

### NORTHERN STOCK

Hemlock  
 Birch  
 Basswood  
 Rock Elm  
 Soft Elm  
 Ash  
 Oak

### SOUTHERN STOCK

Quartered White and Red  
 Oak  
 Plain White and Red Oak  
 Sycamore  
 Poplar  
 Cypress  
 Gum

## PAGE & LANDECK LUMBER CO.

Wells Building - - - MILWAUKEE, WIS.

MIXED CARS - EVEN GRADES - PROMPT SHIPMENT

## Wisconsin Hardwoods

### SPECIAL OFFERINGS:

1" No. 1 COMMON & BETTER BIRCH (Red in)  
 1" No. 1 COMMON & BETTER BASSWOOD  
 1" No. 1 COMMON & BETTER HARD MAPLE  
 ALSO ELM, PINE, CEDAR PRODUCTS,  
 AND "SHAKELESS" HEMLOCK.

John R. Davis Lumber Company, Phillips, Wis.

## WISCONSIN HARDWOOD LUMBER

We have a good assortment of Wisconsin Hardwood Lumber, but just now we specially wish to move

**1 inch Common Plain Birch.**

**1 inch Common and Better Curly Birch.**  
**2 inch Log Run Soft Elm.**

On which we will name attractive prices for prompt shipments.

### R. CONNOR COMPANY,

General Office

MARSHFIELD, WIS.

## North Western Lumber Co.

GENERAL OFFICES: EAU CLAIRE, WIS.

MILLS AT STANLEY, WIS.

---

BAND SAWED

---

## Wisconsin Hardwoods

CAREFUL GRADINGS PROMPT SHIPMENTS

### SPECIALTIES:

Inch No. 2 Common Birch

Inch No. 3 Common Birch

**WAGSTAFF**  
**LUMBER**  
**OSHKOSH**

FINE STOCK OF THE VERY BEST WISCONSIN BIRCH  
 ASK ME ABOUT ANY OTHER WISCONSIN HARDWOODS

# CLEVELAND

HARDWOOD  
DISTRIBUTING CENTER OF  
NORTHERN OHIO

## THE KING & BARTLES LUMBER CO.

CLEVELAND, OHIO

## HARDWOODS

We are selling agents for the Kentucky Saw Mill Company of Jackson, Ky., manufacturing Poplar and Oak exclusively.

## MARTIN-BARRISS COMPANY

Importers and Manufacturers

## MAHOGANY

AND FINE  
HARDWOODS

## THE ROBERT H. JENKS LUMBER COMPANY

The following Poplar is located at Sattes W. Va., and is over one year old, dry:

57,000 feet 1 inch 1 and 2, 7 to 17 inches wide.  
67,000 feet 1 inch 1 and 2, 18 to 23 inches wide.  
20,000 feet 1½ inch 1 and 2.  
10,000 feet 1½ inch 1 and 2.  
20,000 feet 2 inch 1 and 2.  
12,500 feet 3 inch 1 and 2, 12 inches and under.

### SOUND WORMY CHESTNUT

460,000 1 inch, 110,000 1½ inch.  
180,000 2 inch, 60,000 1½ inch.

**Quartered White and Red Oak.**—We have a good assortment of dry stock, ¾ to 4 inches thick. Your inquiries solicited.

**Plain White and Red Oak.**—A limited amount of nice stock, ready for shipment.

## THE ADVANCE LUMBER CO.

CLEVELAND

OHIO

### ..OFFERS..

#### Red Gum

2,000,000 feet, thoroughly dry.  
All grades and thicknesses.  
Low price to move.

#### Gulf Cypress

200,000 feet, dry  
Mostly 4 1.

#### Yellow Poplar

500,000 feet, choice stock  
All grades from 4 4 to 8 4

#### Gray Elm

350,000 feet, dry.  
6 4 mill run

#### Chestnut

300,000 feet dry 4 4 and 8 4  
Sound wormy.

#### Red Oak

500,000 feet, dry plain.  
250,000 feet, dry quartered.  
Common and better 4 4 and 5 4.

#### Plain White Oak

700,000 feet, 4 4 log run.  
4 to 12 months on sticks.

#### Quartered White Oak

500,000 feet, dry.  
4 4, 5 4 and 6 4

#### White Ash

500,000 feet, 4 4 dry.  
Common and better.

#### Hickory

40,000 feet, 8 4 dry,  
Log run.

FAIR STOCK OF ALL OTHER VARIETIES OF  
NORTHERN AND SOUTHERN HARDWOODS  
WE WANT YOUR INQUIRIES.

**S. P. C. HOSTLER, Chicago Representative**  
314 Giddings Street

## JAMES THOMPSON & COMPANY

Wholesale

### Southern Hardwoods

Cottonwood, Gum and Cypress a Specialty

MILLS:  
Arkansas Mississippi Louisiana

Office, Randolph Bldg.,  
MEMPHIS, TENN.

## GENERAL LUMBER COMPANY

## HARDWOODS

HEMLOCK, YELLOW PINE.

BRUNSON BUILDING

COLUMBUS, OHIO

J. H. SCHOFIELD

R. W. SCHOFIELD

## SCHOFIELD BROTHERS WHOLESALE LUMBER

Hardwoods a  
Specialty.

1020-22 Pennsylvania Building  
PHILADELPHIA

BALTIMORE, MARYLAND **E. E. PRICE** BUYER AND EXPORTER OF

## HARDWOODS POPLAR and LOGS

I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited.





## INDIANA



WHERE THE BEST HARDWOODS GROW

THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

White Ash

Poplar

Black Walnut

Cherry

Sycamore

Red Gum

Hickory

Beech

Maple

Veneers of

Indiana Hardwoods

## PERRINE-ARMSTRONG CO.

Long Timber up to 60 feet—Hardwood Specialties

The largest Band Mill in Indiana.

FORT WAYNE, IND.

## J. V. STIMSON

All Kinds of Hardwood Lumber Manufactured

HUNTINGBURG, IND.

## YOUNG &amp; CUTSINGER

Manufacturers and Wholesalers

Our Specialty Fine Figured Quartered Oak

EVANSVILLE, IND.

## CHARLES H. BARNABY

Manufacturer of Band Sawed Hardwoods

Quarter Sawed Indiana White Oak a Specialty

GREENCASTLE, IND.

## D'HEUR &amp; SWAIN LUMBER CO.

Manufacturers and Wholesalers

Our Specialty Quartered Oak and Sycamore

SEYMOUR, IND.

## LONG-KNIGHT LUMBER CO.

MANUFACTURERS AND DEALERS

Quarter Sawed White and Red Oak a Specialty

INDIANAPOLIS, IND.

## MALEY &amp; WERTZ

Manufacturers, Wholesalers and Exporters of Hardwood Lumber

EVANSVILLE, IND.

## NO. VERNON PUMP &amp; LBR. CO.

MANUFACTURERS AND DEALERS

Would Like to Figure on Your Hardwood Requirements

Send for Stock List

NORTH VERNON, IND.

# PITTSBURG

HARDWOOD  
DISTRIBUTING CENTER OF  
PENNSYLVANIA

## The Nicola Brothers Company

One million feet 4-4 Bay Poplar.  
Can be shipped log run, or sold  
on grade. Bone dry; band  
sawed. Send your inquiries.

## Flint, Erving & Stoner Co.

WHOLESALE

## LUMBER

Northern and Southern Hardwoods

## A. M. Turner Lumber Company

Everything in lumber. We buy hardwoods  
as well as sell them. If you have anything  
to offer, please submit same to us. : :

## LINEHAN LUMBER COMPANY

## Hardwoods

SPECIALTIES--OAK  
POPLAR AND CHESTNUT

## Babcock Lumber Co.

MANUFACTURERS OF  
PENNSYLVANIA  
HARDWOODS  
19,000,000 FEET ANNUALLY

LONG ON 6-4  
HARD MAPLE

MILLS AND OFFICE  
ASHTOLA, PA.

## OAK POPLAR CHESTNUT

Our  
Specialties

GET OUR PRICES BEFORE BUYING

American Lumber & Mfg. Co.  
PITTSBURG, PA.

TENNESSEE STOCK National Hardwood Grading Rules Used

## FRAMES FOR HARDWOOD RECORD PORTRAIT SUPPLEMENTS,

Complete with backing, but without the glass, made from Flemish Oak, are to be  
had delivered by express, charges prepaid to any point east of the Missouri river, at  
50 cents each; or at the HARDWOOD RECORD office, at 30 cents each.

Prepay orders with 2 cent stamps or postal notes, addressed,

HARDWOOD RECORD. 355 Dearborn St., CHICAGO







# MICHIGAN



## THE NORTH SHORE LUMBER COMPANY

MANUFACTURERS

### HARDWOOD

and

### HEMLOCK LUMBER

CAR AND CARGO SHIPMENTS

THOMPSON



MICHIGAN

## DENNIS & SMITH LUMBER CO.

### Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
DETROIT, MICH.

MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg,  
W. Va. McNutt Siding, W. Va.

## McCLURE LUMBER CO.

WHOLESALE DEALERS IN

### HARDWOOD LUMBER

ROUGH YELLOW PINE TIMBERS AND PLANK

Office and Yards: 520 TO 530 FRANKLIN STREET  
DETROIT, MICHIGAN

Saw Mills EUTAW, ALA.

Correspondence invited on all hardwoods.

## THE SICKLESTEEL LUMBER COMPANY

DETROIT, MICH.

OUR SPECIALTIES—OAK TABLE TOPS Plain and Quartered, BIRCH LUMBER All  
Thickness and Grades, CHESTNUT, ELM, BASSWOOD and GUM.

Write us for prices.



J. S. GOLDIE

Cadillac,

::

Michigan.

SPECIAL OFFERINGS FOR NOVEMBER

75 M ft. Birch, 20 M ft. Beech, 40 M ft. Basswood,  
400 M ft. Maple, 200 M ft. Elm, 50 M ft. Cherry,  
20 M ft. 4" and 5" Maple Squares, 40 M ft. Ash and  
Elm Cull, 30 M ft. Maple Cull.

INQUIRIES SOLICITED ON ALL HARDWOODS.

## SOFT ELM AND ROCK ELM

FOR SALE BY

### The R. G. Peters Salt & Lumber Co.

EASTLAKE, . . . . . MICHIGAN

## BOYNE CITY LUMBER COMPANY

BOYNE CITY

MICHIGAN ROCK MAPLE  
and other HARDWOODS

LARGE CAPACITY

PROMPT SHIPMENTS

RAIL OR CARGO

## The Mud Lake Lumber Co.

RABER, MICH.

Manufacturers  
of . . . .

Hardwoods and Hemlock  
Birch Our Specialty.

## "ACORN BRAND" OAK AND BEECH FLOORING

The "Aristocrat" of Its Kind.

Made in Nashville, Tenn., the Home of Oak Flooring.

### NASHVILLE HARDWOOD FLOORING COMPANY

## W. M. H. WHITE AND COMPANY

BOYNE CITY, MICHIGAN

MANUFACTURERS OF

### HARDWOODS

MAPLE, SOFT AND ROCK ELM, BASSWOOD, BIRCH, BEECH AND HEMLOCK, CEDAR POSTS AND TIES

ANNUAL CAPACITY

30,000,000 FEET OF LUMBER :: 10,000,000 CEDAR SHINGLES

RAIL OR WATER SHIPMENTS CARGO SHIPMENTS A SPECIALTY

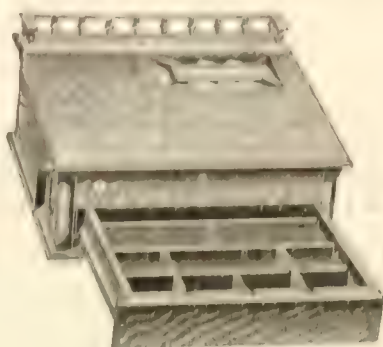




## AVOID ERRORS

The nearest kindest system for keeping  
account in office of wholesale and retail

LUMBER DEALERS



\$25

\$25



Standard Cash Register Co.

Wabash

Indiana

**A. R. VINNEDGE LUMBER CO.**

**WHOLESALE DEALERS IN  
HARDWOOD LUMBER**

735 1st Nat. Bank Bldg. We are buyers of both Northern  
CHICAGO. and Southern Hardwoods

**C. F. Luehrmann Hardwood Lumber Co.**

Largest Manufacturers and Exporters of  
**SATIN WALNUT**

Always in the market  
for **HARDWOODS.**

Office and Yards:  
148 Carroll Street, ST. LOUIS, MO.

*Ingram Lumber Co.*  
WAUSAU, WIS.

**BASSWOOD, BIRCH**

We will cut four million feet of each annually  
::: Your inquiries and orders solicited :::

Mill and Yards at INGRAM, WISCONSIN

Marshfield VOLLMAR & BELOW Wisconsin

**BASSWOOD, BIRCH**  
and other Wisconsin Hardwoods

Let us know what you are in the market for

**C. P. CROSBY,** RHINELANDER, WIS.

**Wholesale Hardwood Lumber**

Hard Maple a Specialty in all thicknesses from 1 inch to 4 inch.  
Finest Birch in Wisconsin. Black Ash, Rock Elm,  
Soft Elm, Red and White Oak.

**DIFFICULT AND MIXED ORDERS A SPECIALTY**

**Wistar, Underhill & Co.,**

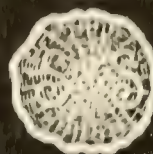
**WHOLESALE  
HARDWOOD LUMBER**

816 Real Estate Trust Building PHILADELPHIA.

The only trade paper reaching all  
classes of hardwood consumers is

**HARDWOOD RECORD**  
355 Dearborn St., Chicago

WE ARE ALWAYS IN THE MARKET FOR



**HARDWOOD LUMBER**

PLAIN AND QUARTERED

**O A K**  
A SPECIALTY

WE BUY MILL CUTS

**SOUTHERN OAK LUMBER CO.**

707 Chamber of Commerce  
**CHICAGO**



CHICAGO

THE GREATEST HARDWOOD MARKET  
— IN THE WORLD —

REPRESENTATIVE

HARDWOOD DEALERS

## HAYDEN &amp; LOMBARD

## Want to Buy for Prompt Shipment

100 M feet 1 1/2 inch Birch resawed, green or dry  
100 M feet 1 1/2 inch Red Pine 1 1/2 and 2. And 100  
green or dry  
100 M feet 2 1/2 and 3 inch White Oak Resawed  
green or dry  
100 M feet Poplar Box Board, regular and the same  
in 1 1/2 inch  
100 M feet Pine and Oak shattering White Oak  
1000 M feet 1 1/2 inch Quartered European, True White  
Oak, and resawed  
20 M feet 1 1/2 to 1 3/4 inch 11 and 12 Cottonwood Box  
Board  
10 M feet 1 1/2 and 1 3/4 inch 10 to 12 inch Pine, green  
and 100 M feet 1 1/2 inch Pine and 100 M feet 1 1/2 inch

511 RAILWAY EXCHANGE

CHICAGO

## CLARENCE BOYLE LUMBER CO.

WHOLESALE DEALERS IN

**HARDWOODS  
YELLOW PINE  
and CYPRESS**

319 West Twenty-Second Street,

CHICAGO

JOHNSON & KNOX  
— LUMBER CO.312 314 Chamber of Commerce  
Building, CHICAGO

Wholesale Dealers In

**NORTHERN & SOUTHERN  
HARDWOODS**

FOR SALE.

250 M feet 6 1/4 inch Log Run Soft Elm  
250 M feet 4 1/4 inch Common Yellow Cottonwood  
50 M feet 3 inch C. and B. Soft Elm  
50 M feet 3 inch Log Run Soft Elm  
250 M feet 1 1/4 inch No. 1 Common Quartered White Oak  
100 M feet 1 1/4 inch No. 1 Common Quartered Red Oak  
100 M feet 4 1/4 inch Log Run Poplar on grades  
250 M feet 4 1/4 inch Common Sap Gum

WE WANT.

3 inch Log Run Birch  
3 inch, 2 1/2 inch and 3 inch 1st and 2nd Hard Maple  
12 1/2 and 12 1/4 Yellow Cottonwood Box Board 12 feet  
12 1/2 to 12 1/4 Yellow Cottonwood Box Boards 12 feet  
1 1/2 inch Shipping and Case  
1 1/2 inch 1st and 2nd Plain and Quartered Red and White Oak

## NATIONAL LUMBER MFG. CO.

1019 ASHLAND BLOCK

Manufacturers of **Southern Hardwoods**

Oak, Poplar, Hickory, Ash, Cottonwood, Gum, Etc.

BAND MILLS Smithfield, W. Va.  
Jackson, Ala.CIRCULAR MILLS Kentucky  
TennesseeFRANK M. CREELMAN, RAILWAY  
EXCHANGE.

-----WHOLESALE-----

## Northern and Southern Lumber

CAR LOTS, BARREL LOTS, CARGO LOTS OR MILL CUTS FOR FUTURE SHIPMENTS,  
ANNUAL CONTRACTS OR IMMEDIATE REQUIREMENTS.

FRED W. BLACK, President

HORACE W. BLACK, Secretary

## FRED W. BLACK LUMBER COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

305 Old Colony Building

## W. O. KING &amp; COMPANY

111 WHOLESALE 111

## HARDWOOD LUMBER

LOOMIS STREET BRIDGE

FRANK H. CRANE

FRED H. SMITH

## F. R. CRANE &amp; COMPANY

WHOLESALE DEALERS IN

## HARDWOOD LUMBER

OFFICE AND YARDS 440-462 N. BRANCH ST.

We have a full stock of all the best grades of lumber, and more than 100,000  
feet of sawed lumber, and 100,000 feet of stock lumber.I AM IN THE & HARDWOOD LUMBER  
MARKET TO BUYCan handle the lot of any of our products in the  
hardwood market, and the price is right.

## CHAS. DARLING

Room 402, Merchants' Loan and Trust Building.

## Lesh &amp; Matthews Lumber Co.

1642-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROSE, FET, BLACK ASH,  
etc. Wisconsin stock. ALL PLAIN AND QUARTERED OAK,  
POPLAR, etc., from our Memphis yard. We are constant buyers.

## RYAN &amp; McPARLAND

ALL KINDS OF

## HARDWOOD AND WAGON STOCK

Write us before selling. If in the market to buy we can interest you.

Office and Yards, Corner Robey Street and Blue Island Avenue



# CINCINNATI

THE GATEWAY OF THE  
SOUTH

## BENNETT & WITTE

MANUFACTURERS OF SOUTHERN HARDWOODS

Witnessed on National Hardwood Lumber Association Inspection  
**Plain and Quartered White and Red Oak,  
Cottonwood, Ash, Elm, Cypress, Plain  
and Quartered Red and Sap Gum.**

SPECIAL

**2,000,000 feet 4 4 and 5 4 Box Common  
Cottonwood. We cut in thicknesses from  
3/8 to 4 in. Export and Domestic Trade.**

Branch :  
MEMPHIS, TENN.

.224 W. 4th St.  
CINCINNATI, OHIO

IN THE MARKET FOR

## OAK—ASH—POPLAR

ALL GRADES AND THICKNESSES

## MOWBRAY & ROBINSON

Office:  
1219 West Sixth Street

Yards:  
Sixth Street, below Harriet

## Lumbermen, Attention!

If you own any timber or timber lands.  
If you are contemplating buying or selling any timber or  
timber lands.  
If you want your stumpage accurately estimated.  
If you want an exact survey or map of your property.  
If you want advice in any logging or lumbering proposition.  
Write to us and find out what we can do for you.  
We send thoroughly reliable and practical engineers to all  
parts of the country, and guarantee quick and accurate work.

**C. A. Schenck & Co.** BILTMORE,  
NORTH CAROLINA  
Consulting Forest Engineers

## Timber Opportunities

INVESTIGATE the Hardwood Lumber opportunities in Virginia West  
Virginia and North Carolina. The territory tributary to the



are the principal sources for the manufacture of Pine, Gum, Oak, Pop-  
lar, Ash, Elm, Cypress, and other lumber, excellent shipping facilities and  
access to the great markets of the South. Complete Box Sheds and  
other facilities for the export of lumber.

**I. H. LaBAUME, Agr'l and Ind'l Agent**  
Dept. LI, ROANOKE, VA.

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

**DUHLMEIER BROS.,**

CINCINNATI, O.

## WM. H. & G. S. STEWART

Buy and Sell

**OAK, ASH, POPLAR, BASSWOOD, CHEST-  
NUT, WALNUT AND YELLOW PINE.**

Can furnish stock cut to special order. We invite correspondence.

Main Office: - - MERCANTILE LIBRARY BUILDING.



WE BUY AND WE SELL

## Cypress=Red Gum=Oak

Quick Mixed Car Shipments from Cincinnati.  
Rough or Dressed - Air or Kiln Dried.

**THE FARRIN-KORN LUMBER CO.**

Purchasing Department,  
MEMPHIS, TENN.

Planing Mills, Kilns, Yards,  
CINCINNATI, OHIO

## L. W. RADINA & COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

## HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades,  
especially 1½-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE

## WANTED OAK, ASH, CHERRY and other HARDWOODS

PAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE

**LELAND G. BANNING**

OFFICE: 5th and Main  
CINCINNATI

Poplar, Oak,  
Ash, Chestnut,  
Sycamore,  
W. Va. Spruce,  
Pine and Elm

## C. Crane & Co.

We would like to buy  
2,000,000 feet Dry Oak  
2,000,000 feet Dry Poplar  
Mostly heavy stock. Quotations Solicited.

MILLS AND YARDS  
CINCINNATI, O.  
YEARLY CAPACITY  
100,000,000 FT.  
LONG BILL STUFF  
A SPECIALTY

## Hardwood Board Rules

FOR  
HARDWOOD  
LUMBERMEN

Best Goods Prompt Shipment.

SEND YOUR ORDERS TO THE

HARDWOOD RECORD, 355 Dearborn Street.

# BUFFALO, N. Y., HARDWOOD DEALERS

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST.

## MANUFACTURERS AND DEALERS IN

Ash, White and Brown

Basswood

Birch, Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm, Soft and Rock

Gum, Red and Tupelo

Hickory

Maple, Hard and Soft

Red Oak, Plain and  
Quartered

White Oak, Plain and  
Quartered

Black Walnut

White Wood, Poplar

## ORSON E. YEAGER,

932 Elk Street,

**Specialties: OAK, ASH AND POPLAR.**

## I. N. STEWART & BRO.

892 Elk Street,

**Specialties: CHERRY AND OAK.**

## HUGH McLEAN LUMBER CO.

940 Elk Street,

**Specialty: INDIANA WHITE OAK.**

## ANTHONY MILLER,

893 Eagle Street,

**HARDWOODS OF ALL KINDS.**

## TAYLOR & CRATE,

Prudential Building,

**EVERYTHING IN HARDWOODS.**

## SCATCHERD & SON,

Yard, 1055 Seneca Street

Office, 886 Ellicott Square

**HARDWOODS ONLY**

## G. ELIAS & BRO.

955 to 1015 Elk Street,

**Buy and Carry Large Quantities of All Kinds of Hardwoods.**

## STANDARD HARDWOOD LUMBER CO.

1075 Clinton Street,

**OAK, ASH AND CHESTNUT.**

## BUFFALO HARDWOOD LUMBER CO.

940 Seneca Street,

**Specialty: PLAIN AND QUARTERED OAK.**

## EMPIRE LUMBER COMPANY,

**OUR QUARTERED OAK IS WIDE, LONG AND OF EVEN COLOR**

**AWARDED GOLD MEDAL AT WORLD'S FAIR.**



# W. M. RITTER LUMBER CO.

Main Office: COLUMBUS, OHIO

## YELLOW POPLAR

White Oak, Basswood, Chestnut, Ash, White Pine and Hemlock

Stock All Band Sawed,  
Square Edged,  
Equalized.

**We Want Your Business**

Dry Kilns, Planing Mills,  
Dressed Stock, Bevel  
Siding, Drop Siding.

## VAN SANT, KITCHEN & CO.

=====Old Fashioned=====

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Specialty, Wide Stock.

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COAL GROVE, OHIO, U. S. A.

# Hardwood Record

Eleventh Year.  
Semi-monthly.

CHICAGO, DECEMBER 10, 1905.

(Subscription \$2.  
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 15,000 ft. 6/4 firsts & seconds.  
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**30,000 ft. 2 1/2 and 3 in. firsts and seconds.**  
 150,000 ft. 4/4 No. 1 common.  
 30,000 ft. 5/4 No. 1 common.  
 40,000 ft. 6/4 No. 1 common.  
 22,000 ft. 8/4 No. 1 common.  
**20,000 ft. 2 1/2 and 3 in. No. 1 common.**  
 12,000 ft. 4/4 cull.  
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 14,000 ft. 4/4 firsts & seconds.  
 18,000 ft. 5/4 firsts & seconds.

8,000 ft. 6/4 firsts & seconds.  
 5,000 ft. 8/4 firsts & seconds.  
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 12,000 ft. 5/4 No. 1 common.  
 7,000 ft. 6/4 No. 1 common.  
 3,000 ft. 8/4 No. 1 common.  
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 80,000 ft. 4/4 firsts & seconds.  
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 9,000 ft. 6/4 firsts & seconds.  
 22,000 ft. 8/4 firsts & seconds.  
 8,000 ft. 10/4 firsts & seconds.  
 16,000 ft. 12/4 firsts & seconds.  
 127,000 ft. 4/4 No. 1 common.  
 20,000 ft. 5/4 No. 1 common.  
 30,000 ft. 6/4 No. 1 common.  
 50,000 ft. 8/4 No. 1 common.  
 8,500 ft. 10/4 No. 1 common.  
 12,000 ft. 12/4 No. 1 common.

ALL THICKNESSES IN CULL POPLAR, ASH, CHESTNUT.

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Delivery**CHERRY.**  
1 car Log Run.

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 47,000 ft. 4/4 firsts & seconds.  
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 31,000 ft. 4/4 No. 1 common.  
 24,000 ft. 5/4 No. 1 common.  
 14,000 ft. 6/4 No. 1 common.  
 29,000 ft. 8/4 No. 1 common.

**ASH.**

1 car 4/4 firsts & seconds.  
 3,000 ft. 5/4 firsts & seconds.  
 15,000 ft. 6/4 firsts & seconds.  
 20,000 ft. 8/4 firsts & seconds.  
 7,000 ft. 10/4 firsts & seconds.  
 7,000 ft. 12/4 firsts & seconds.

4,000 ft. 16/4 firsts & seconds.  
 50,000 ft. 4/4 common.  
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60,000 ft. 4/4 firsts & seconds.  
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 3,000 ft. 10/4 firsts & seconds.  
 17,000 ft. 12/4 firsts & seconds.  
 6,000 ft. 16/4 firsts & seconds.  
 90,000 ft. 4/4 No. 1 common.  
 26,000 ft. 5/4 No. 1 common.  
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 31,000 ft. 8/4 No. 1 common.  
 12,000 ft. 10/4 No. 1 common.  
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SOUTHERN HARDWOODS**

WRITE US FOR PRICES ON

4 4 to 12 4 No. 1 common and better Michigan Soft Grey Elm...1,000,000 feet  
 4 4 to 12 4 Winter Sawn Michigan Basswood...325,000 feet  
 4 4 to 24 4 Michigan Hard Maple, seasoned or sawed to order...3,000,000 feet  
 4 4 to 8 4 selected End Dried White Maple...150,000 feet  
 4 4 to 16 4 Brown and White Ash...250,000 feet  
 4 4, some thicker, Plain Red and White Oak...200,000 feet  
 4 4, some thicker, Quartered Red and White Oak...280,000 feet

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**SAGINAW, CHICAGO AND MEMPHIS****Ornamental Hardwood Floors****400 STYLES AND PATTERNS****Illustrated Catalog on Application****WOOD-MOSAIC FLOORING CO.**

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**DIXON & DEWEY**The  
Hardwood  
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OF QUALITY AND MILL WORK.

## MAPLE FLOORING

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We have it in 3-8, 7-8, and 5-4.  
Beech Flooring in 3-8 and 7-8.

The demand for flooring this season of the year is very large and cars in which to ship are scarce. We therefore suggest that you place your orders with us EARLY, so that you can have the stock when you want it.

We also have a stock of 4-4 Basswood and Gray Elm all in fine shipping condition.

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## MURPHY & DIGGINS

Offer all grades of the following special dry stock for October:

MAPLE--5 4, 6 4, 8 4, 10 4, 12 4, 14 4, 16 4  
GRAY ELM 4 4, 12 4  
BASSWOOD 4 4  
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Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co.

. . . Band Sawn . . .  
Michigan Hardwoods

60 M 4 4 Basswood No. 2 common and better.  
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5 M 4 4 Birds Eye Maple. Will run 80% 1st and 2nd.  
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## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready for immediate shipment in Hard Maple, Beech, Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

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Told in his inimitable way by Henry H. Gibson, editor of HARDWOOD RECORD. No one is better prepared than he to tell the story, and no one could tell it more entertainingly and at the same time impart so much valuable information. We have just published the second edition of

## GIBSON'S FLOOR TALKS

and we want everyone to have a copy.

Of course we are benefited because the Talks describe the Magnificent Maple Timber in our forests. They also give the reason why "Electric" flooring is reliably good.

Be Friendly

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(INCORPORATED)  
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THE HUB  
OF THE  
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## WE PLEASE PARTICULAR PEOPLE

OUR SPECIALTY IS  
Quartered Oak, Both White and Red  
WE ALSO HANDLE

Plain White and Red Oak, Ash and Gum  
SPECIAL ITEMS

12000 ft. 1¼x10 in. and Wider Choice Quartered White Oak  
11000 ft. 1x10 in. and Wider Choice Quartered Red Oak

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"The Yellow  
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The kind that cuts up best, works easily and finishes elaborately.

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MANUFACTURERS OF

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Cottonwood and Gum**

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GET OUR PRICES. TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

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**WE** have in all thicknesses and sizes the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

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Ash .....	1,036,300 feet
Quartered White Oak...	48,500 "
Plain White Oak.....	111,000 "
Quartered Red Oak.....	183,200 "
Plain Red Oak.....	82,500 "
Cypress .....	498,000 "
Cottonwood.....	240,000 "
Poplar .....	359,500 "

### SELMA YARD

Poplar .....	598,500 feet
Bay Poplar.....	545,500 "
Red Gum .....	38,200 "
Cypress .....	420,500 "

### BERCLAIR YARD

Cypress .....	350,000 feet
---------------	--------------

### DELL YARD

Plain Red Oak .....	350,000 feet
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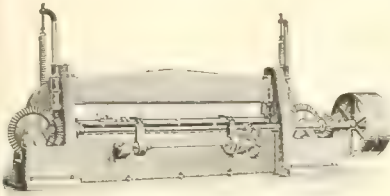
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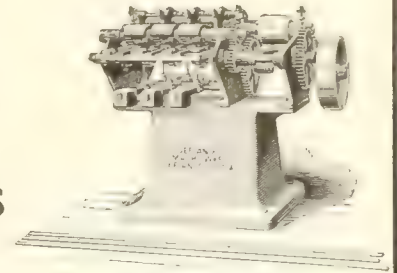
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We are in the Market for POPLAR, PLAIN OAK, CYPRESS and NORTH CAROLINA PINE LUMBER; also OAK, MAPLE and BIRCH FLOORING, and would appreciate correspondence from manufacturers in position to supply any of the stock named.

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YOU MAY HAVE JUST WHAT WE WANT

# W. H. Dawkins Lumber Co.

Manufacturers of Band Sawed

## Yellow Poplar

ASHLAND, KY.

## PLAIN RED OAK

IS SOARING.

We have 1,000,000 ft. of It in Dry Stock

AT OLD PRICES

We can also fill any order for QUARTERED OAK, POPLAR, CHESTNUT, HICKORY, ASH OR TENNESSEE RED CEDAR. *TELL US.*

**Love, Boyd & Co.** NASHVILLE,  
TENNESSEE.

Our Specialty for Twenty-five Years

## RED GUM

25,000,000 feet per year.

Perfect Manufacture. Special Treatment.

Air and Kiln-dried.

Rough, Dressed, Resawed and Worked.

**HIMMELBERGER-HARRISON LUMBER CO.**  
MOREHOUSE, MISSOURI



INCORPORATED 1902.

# The Michigan Maple Company

WHOLESALE

## MICHIGAN HARDWOODS

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# Timber Bonds

SECURED BY FIRST MORTGAGE ON TIMBER LANDS

## H. C. Barroll & Co.

BANKERS, First National Bank Building, CHICAGO

# OAK FLOORING

Kiln Dried

Bored

Polished



Hollow

Backed

and

Bundled

# Wolverine Brand Maple Flooring

  
— "THERE IS NONE BETTER" —

It is the same old story, but we want you to know what WOLVERINE BRAND will do for you, and what it will cost you. We want to do this before you place your next order. If we make you quotations, we expect the quality and prices will get your order. TRY US.

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## SOUTHERN AND WISCONSIN HARDWOODS

CHICAGO YARD, DRY STOCK ON HAND

1,000,000 feet 1 inch to 2 inch ..... Birch  
1,000,000 feet 1 inch to 2 inch ..... Basswood  
250,000 feet 3 inch ..... Soft Elm  
2,000,000 feet ..... Quartered White Oak  
100,000 feet ..... Quartered Red Oak  
500,000 feet ..... Plain Red Oak  
Besides Gum, Maple, Hickory, Ash and Other Hardwoods.

ALSO 12,000,000 FEET HARDWOOD AND  
LIME AT LEADER, WISCONSIN.

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BAY CITY, MICHIGAN.

Producers from TREE to TRADE of the highest type of Michigan Forest Products. Large stock of Maple Flooring and 15,000,000 feet of Hardwoods—1 to 4 inches thick on hand.

# Maple, Birch and Beech Lumber

# THE I. STEPHENSON CO.

MANUFACTURERS OF  
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AND "IDEAL" STEEL-BURNISHED  
ROCK MAPLE FLOORING  
WELLS, DELTA COUNTY, MICHIGAN

We own an extensive hardwood forest area, railroads, sawmills and the largest and best equipped flooring factory in the world. Let us make you quotations

# DECEMBER STOCK LIST

MAPLE		BIRCH		BASSWOOD	
1 in.	2,000,000 ft.	1 in.	500,000 ft.	1 in.	300,000 ft.
1 1/4 "	100,000 "	1 1/2 "	100,000 "	1 1/4 "	30,000 "
1 1/2 "	400,000 "	2 "	100,000 "	1 1/2 "	50,000 "
2 "	1,000,000 "	2 1/2 "	50,000 "	2 "	75,000 "
2 1/4 "	200,000 "	3 "	75,000 "	3 "	4,000 "
2 1/2 "	500,000 "	ROCK ELM		GRAY ELM	
3 "	500,000 "	2 in.	25,000 ft.	1 in.	300,000 ft.
4 "	100,000 "	2 1/4 "	50,000 "	1 1/2 "	200,000 "
BEECH		WHITE MAPLE		ASH	
1 in.	500,000 ft.	End Piled		1 in.	500,000 ft.
1 1/4 "	250,000 "	1 in.	100,000 ft.		
1 1/2 "	100,000 "	1 1/2 "	20,000 "		
2 "	100,000 "	2 "	50,000 "		
2 1/2 "	200,000 "				

KELLEY LUMBER &amp; SHINGLE CO., Traverse City, Mich.

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring,  
Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXI.

CHICAGO, DECEMBER 10, 1905.

No. 4.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

FRANK W. TUTTLE, Sec.-Treas.

### OFFICES

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephones: Harrison 4960 Automatic 5659

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### General Market Conditions.

The year's hardwood lumber business is rounding out wonderfully well. In strength of values and volume of business this month shows the greatest activity of any December since 1892. It is rare indeed that December is a strong selling month, and the situation augurs well for a heavy trade throughout the entire winter. Of course, the volume of lumber business will be handicapped owing to the very broken condition of stocks.

Plain oak in shipping condition is very nearly out of the market, and a good many of the minor southern hardwoods are in exceedingly short supply. Even northern stocks of maple, birch, basswood, etc., which at this time of year ordinarily are plentiful, are very badly broken, and northern operators will inventory less hardwoods on Jan. 1 than for many years past.

The maple and oak flooring business still holds very active, with prospects of increased demand, rather than any falling off.

The veneer people are all busy, and there seems to be an increasing demand for made-up stock for furniture, chair and carriage building.

Poplar is showing increased strength, and even the common and coarse end is moving off very freely at satisfactory prices. Gum and cottonwood are both doing well.

Buyers of hardwood dimension material are finding considerable difficulty in supplying their wants in satisfactorily manufactured and seasoned material.

Generally speaking, the export trade is not nearly so satisfactory as the home business.

### The New Hardwood Dimension Association.

It is very gratifying to the HARDWOOD RECORD to note the interest which is being taken by manufacturers of all sorts of hardwood dimension materials in the new Hardwood Dimension Association which was born in Chicago on Nov. 21. The editor of this paper is already in receipt of more than a hundred letters from producers of this class of material, in various parts of the United States, asking to be listed, expressing great interest, and making promises of coöperation in the work of the association. This promise of coöperation is particularly pleasing to President E. L. Davis of Louisville, who is very earnest in his effort that the Hardwood

Dimension Association shall be brought not only to a successful issue as an association, but for the betterment and thorough commercializing of this important branch of the hardwood industry.

In this connection the notice which appeared in the HARDWOOD RECORD of a fortnight ago is repeated: Every manufacturer of wagon, carriage, agricultural implement, furniture, chair, handle and other dimension stock, who has not already done so, is requested to forward his address to Henry H. Gibson, editor HARDWOOD RECORD, that a list of producers may be collated and classified. Thus information pertaining to the future work of the association will be furnished to all interested, and facilities will be at hand to obtain their opinions and advice relative to a correct system of manufacture, correct grading, and just prices. Manufacturers of dimension stock, by interesting themselves in this movement, will be not only benefiting themselves, but rendering a signal service to the totality of hardwood dimension producers.

### The Hardwood Record and Its Clients.

The HARDWOOD RECORD under its present management has attempted to render itself of value to its patrons in all ways possible. It is the desire of the editor to make this value not only general, but specific; not abstract, but concrete. It therefore invites patrons, as in the past, whether they be advertisers or only subscribers, to utilize the fund of general information collated at this office day by day for their personal advantage in any way they see fit. Intelligent information on almost any point regarding hardwood timber, hardwood production, the details of manufacture, and a thousand and one other things pertaining to the industry, if not on file in this office, can be readily obtained for anyone interested. It is a distinct pleasure for the publication to make itself as thoroughly useful to its clients as possible, and everyone is invited to ask for any information that will be of service in his business.

The RECORD maintains a competent news and market correspondent in every hardwood trade center in the United States, and in several of the principal foreign markets. It is not only the office service that is at the disposal of patrons, but the service of its scores of correspondents as well.

### Concerning Mahogany.

The Timber Trades Journal of London, in republishing the editorial on mahogany which appeared in the RECORD of Oct. 25, chooses to accept with some grains of doubt the statement that there is at least two years' normal stock of mahogany in this country today, and that the wood is slow of sale. The English publication conceives that the HARDWOOD RECORD has discovered a "mare's nest" and takes exception to the statement that the accumulation of mahogany stocks in this country is unwieldy. It concedes, however, that, granting it is mistaken, the present scarcity and phenomenal values of American domestic furniture lumber will speedily find a market for the mahogany in question.

The RECORD wishes to reiterate the statement that, at the rate of the present normal consumption of mahogany lumber in this country, there is fully two years' supply in first hands. One house alone has mahogany lumber in stock that will inventory considerably in excess of \$500,000, and there are several other concerns whose stock runs well into six figures. In this connection it may be well to quote from a letter dated Nov. 22, from one of the foremost if not the foremost mahogany manufacturing house in this country: "We



have read with interest your article on mahogany in the *HARDWOOD RECORD* of Oct. 25, and compliment you on having stated the matter very clearly. We notice that this article has been copied into the *Timber Trades Journal* of London."

In view of the condition of stocks and the demand for mahogany, the English market can hope for but light log sales to American buyers during the next few months. It is scarcely possible that American mahogany merchants and manufacturers will load the market any further until both prices and trade strengthen materially, save as they are obliged to take care of their own direct importations. It must be known that today the larger quantity of mahogany received in this country comes no longer through the hands of the English brokers and merchants, as the larger producers are owners of their own mahogany forests and logging operations.

The conditions noted by the *Timber Trades Journal* relative to high-class American domestic furniture lumber will certainly contribute materially to an increased use of the wood and speedily assist in a readjustment of mahogany values. But all this will take time. There is no prospect in sight that ever in the future will high-class American woods suitable for furniture and fine interior work be in superabundance, and makers of the better lines must certainly turn to mahogany to supply their growing wants. Mahogany will eventually have its "innings," but there is nothing in the situation today to warrant handlers in further overloading the American market.

### Furniture Prices.

There is a manifest tendency among furniture manufacturers throughout the country, in view of the prevailing high prices of lumber and increased labor cost, to materially advance the prices of furniture. In fact, many leading factories have already made announcement of an advanced price schedule. As the year's trade has been very satisfactory, no one wants to disturb existing relations between manufacturers and buyers unless compelled by the increased cost of raw material and manufacture.

Undeniably there has been a considerable overproduction in many lines of furniture for some years. Competition has been extremely close, and the average manufacturer has been put to his wit's end to devise means to decrease the cost of his product to such an extent that he could make prices to meet the severe competition of the many new factories which have entered the business. This competition in many cases has been caused by an apparent inability to accurately estimate cost. A number of factories have been continued in operation where goods have been sold at prices that mean actual losses. The owners have apparently hoped against hope that eventually prices could be secured that would recoup former losses. It is a notorious fact that there are scores of furniture factories throughout the United States that have not made a dollar for some years, in spite of the general prosperous business conditions prevailing. It is true of this line of manufacture, as of some others, that the jobber and retailer are having decidedly the best end of the proposition. The jobbers' profits have been fair for some years, and when anyone reasonably well acquainted with manufacturers' prices steps into a retail establishment, whether it be a regular furniture store or a department house, he is absolutely surprised at the prices that the most ordinary furniture commands.

### Asks for Tariff on Lumber.

Lumbermen of British Columbia are asking the tariff commission of that government for an imposition of two dollars a thousand on American rough lumber and of thirty cents a thousand on shingles. This action, it is represented by the petitioners, will preserve the market of the Canadian northwest for the Canadian millmen.

There is also a manifest disposition on the part of lumbermen of Ontario to make a similar demand for a duty to be applied on lumber imported from the United States to that province. It is well known that Ontario constitutes one of the very best markets the United States has for yellow pine and cypress and that this section is an extremely large buyer of American hardwoods, notably oak and poplar. It would be a great misfortune to lose this valuable market to American lumber producers through negligence of just reciprocal relations with our nearby neighbor.

As a matter of fact, Canada will not have any white pine lumber to export longer than five years, as the local demand is increasing to such an extent that it will require the totality of the Dominion's output to take care of its own trade. There was undeniable justice in the imposition of a two dollar duty against Canadian lumber when it was enacted by the United States. Are not conditions now changed to that extent that the logical and just course for this government would be to abrogate the duty on Canadian lumber? By this means and by this means only can the valuable Canadian market for hardwoods, yellow pine and cypress be retained for our manufacturers.

### Shortage of Vehicle Material.

At the meeting of manufacturers of vehicle bent-wood material held in Chicago Nov. 21 and 22, the important matter coming under discussion was a consideration of ways and means of fostering present supplies of raw material suitable for bent-wood stock entering into vehicle construction, so as to make them last as long as possible. The scarcity of grades of oak and hickory suitable for this purpose has become a serious problem to those engaged in this line of production. The continued advance in the price of raw material, caused by this scarcity, is also a matter of deep concern.

The question of making uniform grades under a standard system of inspection was thoroughly discussed, and means adopted to carry out, under a corps of inspectors, a thorough uniformity in this particular. It is expected that the standard grades adopted will materially facilitate the conduct of the business.

It is a good thing when prominent woodstock concerns like the Vehicle Woodstock Company are aroused to the inimical situation that confronts the future of this industry. The high-class oak and hickory of the United States is certainly very much depleted, and it behooves not only this company but other concerns that have need of oak and hickory of the best physics to exercise great care and conservatism in the handling of this forest growth.

### Germany Ends Reciprocity Treaty.

On November 29 the German government formally renounced at the department of state the reciprocity treaty between the United States and Germany, entered into under the provisions of the Dingley tariff law. This action will undoubtedly result in a large falling off of American exports to Germany and will particularly affect the exporting of lumber, especially dimension stock, to that country. Unless satisfactory new arrangements can be made, it will undoubtedly precipitate a commercial war between the two nations.

This country's foolish policy and practical abandonment of reciprocal trade relations between itself and the other great nations of the world is bearing fruit. If there was ever a demand for both a readjustment of tariff duties and for reciprocal treaties by this country, the time is certainly now. The "stand pat" proposition sounds all right, but practically this country is "up against it" and is going to suffer in its foreign trade unless overtures are promptly made toward just and sensible trade relations.

### Kindly Congratulations.

It is not often that a newspaper publisher is the recipient of such kindly and encouraging commendations from a contemporary as are expressed in the following paragraph from the *Pacific Lumber Trade Journal* of Seattle, Wash. Coming as it does from Victor H. Beckman, one of the most astute trade paper editors in the United States, it is doubly appreciated:

Editor Henry H. Gibson of the *Hardwood Record* very modestly celebrated the tenth anniversary of his thoroughly excellent trade paper last month. For a publisher that has achieved a class by himself in his particular field Mr. Gibson is entirely justified in his anniversary pride. In it ever there was a newspaper published with dignity, cleverness and fairness. It has been the *Hardwood Record* since the present editor took charge of the property last January. Here's long life and prosperity to it!

### The President and Railroad Freight Rates.

From a perusal of President Roosevelt's recommendations to Congress on the subject of the correction of the evils of excessive and discriminating freight rates it would almost seem that he had become imbued with the tenets of the Chicago "rump" convention. Between freight rate making and freight rate regulation there is a distinction that qualifies as a difference.

## Pert, Pertinent and Impertinent.

### Optimism.

It's easy enough to be pleasant  
When you've much over which to gloat,  
But the man worth while  
Is the one who can smile  
When his collar saws his throat.

### Constancy.

The constant drip of water  
Wears away the hardest stone,  
And the lover who keeps asking  
May secure her as his own:  
But the man who boasts forever  
Of the things he means to do,  
Will, unless he acts, be only  
A might-have-been when through.

### A Paradox.

There is man who never drinks  
Nor smokes, nor chews, nor swears,  
Nor does he gamble in the least,  
And shuns all sinful snares—  
He's paralyzed W. C. O.

### Did It Ever?

It is singular that  
it does not occur to  
people that the easiest  
way to do a thing  
is to do it right.

### Different Ways.

Some men do all  
the talking with  
their mouths; others  
give their money a  
chance to say a word  
occasionally.

### True.

If a man is a gen-  
tleman he knows  
quite enough; if he  
is not a gentleman  
whatever he knows  
is bad for him.

### Eternal Vigilance.

Eternal vigilance is  
not only the price of  
liberty, but of every-  
thing else that is  
worth having.

### A Public Temptation.

By persistently re-  
maining single a man  
converts himself into  
a permanent public  
temptation.

### Does Not Follow.

A good man may  
be a great man, but  
all great men are not  
good men.

### Cheap.

A good ox yoke  
costs \$6; a matri-  
monial yoke can be  
had at a cost of \$2.

### Arguments.

Arguments should  
be avoided; they are  
always vulgar and  
often convincing.

### The Secret.

When a woman is devoted to a cooking  
school it is prima facie evidence that she has  
a grudge against her husband.

### Isn't in It.

The lumberman who is constitutionally  
profane has to take to the tall timber when  
the patient man begins to say things.

### Evidence.

When a man addresses his wife as "Say,  
you," it is safe to assume that they have  
been married more than six months.

### Knows His Business.

Marriages are planned in Heaven—and  
the wise bachelor waits until he gets to  
headquarters.

### Sure Thing.

It's a singular thing that while heat ex-  
pands and cold contracts, debts contract just  
as fast in hot weather as they do in cold.

### Demonstratable.

It's dollars to doughnuts that the man who  
alleges that all perfect women are deaf, dumb  
and blind is a bachelor who has been jilted.

## THE SPITE FENCE.



**UNCLE SAM:** Perhaps I am growing a little grouchy with advancing years but I  
had no idea that I was getting to be an out-and-out bad neighbor!

### Clever vs. Stupid.

Clever people never  
listen and stupid peo-  
ple never talk.

### A Bad Woman.

A bad woman is the  
sort of woman a man  
never gets tired of.

### Twins.

Laziness and mis-  
directed philosophy  
are invariably twins.

### Monstrous.

It is perfectly  
shocking the way  
people go about now-  
adays saying things  
about their neigh-  
bors, behind their  
backs, that are abso-  
lutely and entirely  
true.

### Poor Remedy.

Trying to cure the  
blues by painting  
things red.

### Dangerous Weapon.

In the hands of  
many men the pen is  
more dangerous than  
the sword.

### Saving Money.

It's not the hole  
in the bottom of the  
pocket, but the one  
at the top, through  
which you lose most  
of your money.

### His Inning.

The Devil smiles  
when he hears a  
man exaggerate.

### Money.

Money don't sit  
around on low lumber  
piles when it talks.



# AMERICAN FOREST TREES.

TWENTY-THIRD PAPER.

## Buckeye.

*Esculus octandra* Marsh.  
*Aesculus glabra* Mill.

Buckeye flourishes from Allegheny county, Pennsylvania, southward along the Allegheny mountains to northern Georgia and Alabama, westward along the valley of the Ohio river to southern Iowa, through Indian territory and the valley of the Brazos river in eastern Texas. It thrives best along streams and in dense, rich woods. It reaches its fullest development on the slopes of the Allegheny mountains in North Carolina and Tennessee.

The variety *Aesculus octandra* is known by the name of buckeye in North Carolina, South Carolina, Alabama, Mississippi, Louisiana, Texas and Kentucky. It is called sweet buckeye in West Virginia, Mississippi, Texas, Missouri and Indiana, probably owing to the fact that it does not exhale the disagreeable odor characteristic of other members of the soapberry family. Yellow buckeye is the term applied to it in South Carolina and Alabama; large buckeye in Tennessee; big buckeye in Tennessee and Texas. The name buckeye itself, was undoubtedly given to the tree for the reason that when the pale husk surrounding the dark brown fruit has cracked open, showing the ripe nut, the whole has the appearance of the eye of a deer. This species should not be confused with *Aesculus glabra*, Ohio or fetid buckeye.

The leaves of the buckeye are compound and opposite, being composed of five or seven long, narrow leaflets, four to six inches long, which taper to a point at the apex and at the base. They are sharply, but finely and evenly, serrate; somewhat downy on the under side along the ribs, but glabrous above. The leaves are sometimes shed as early as September.

The tiny branchlets are saffron colored when young, growing darker with age. The bark is dark brown, cracking open into thin sections.

The flowers are dull yellow and grow on short stems, in large full clusters. The calyx is oblong and five pointed. The corolla consists of five petals, the lateral ones being long and rounded. The stamens are short. Buckeye blossoms in April, May or June.

The fruit is a large brown nut, one or two of which are enclosed in a rough, uneven husk, about two inches or more in diameter.

The tree grows from forty to a hundred

and thirty feet in height, and attains a diameter of from one to three and a half feet. The beautiful specimen which is herewith pictured grew in Sevier county, Tennessee, in the lower Appalachian range, where the buckeye reaches its maximum development. It is forty inches in diameter, seventy feet to the first limb and a hundred

much too conventional. \* \* \* It is a handsome and shapely tree and appears well in cultivation. In the early spring when it is covered with its yellow flowers, it seems to have suddenly become quite frivolous. In the southwest the tree is hardly more than a shrub."

The wood is light, soft, close-grained, compact and difficult to split. The heartwood is creamy white, and the sapwood so similar that it is not easily distinguished. The medullary rays are numerous but obscure. A cubic foot of seasoned wood weighs 26.64 pounds. It decays rapidly when exposed to the weather.

Commercially buckeye is valuable in making artificial limbs, woodenware, kitchen utensils, and paper pulp.

Buckeye is one of thirteen species of the genus *Aesculus*; horse chestnut, *Aesculus Hippocastanum*, is a closely allied variety. It originated in the mountains of northern Greece, but has been cultivated in Europe for several hundred years, and is now common in the United States. The name buckeye is usually applied to such species as are natives of North America. The wood of horse chestnut and buckeye is very similar.

Buckeye grows intermingled with poplar, oak, maple, beech and a variety of other hardwoods. From its comparatively limited growth as compared with the totality of the average hardwood forest, it never has been recognized, and probably never will be, as a distinctive type of American commercial wood. The timber is felled with the other valuable trees surrounding it, and its appearance, when manufactured into lumber, in its general characteristics is so similar to that of the sap of poplar or whitewood that almost without exception it is assorted with poplar saps, and goes on the market masquerading as that wood. There is probably not one lumberman in a thousand, handling poplar, that is able to distinguish buckeye from sap poplar in his shipments of that wood.

There is another variety of timber growth, found in the same altitude, that also forms part of the general commercial output of sap poplar. That wood is cucumber, which will be described in a future article in the Hardwood Record.

There is still another wood of considerable importance, at least in quantity of growth, that also is often mixed with poplar. This is black gum, and it goes on the market with common and cull poplar.



TYPICAL BUCKEYE GROWTH, LOWER APPALACHIAN RANGE, TENNESSEE.

and thirty feet in height.

Of the general appearance of the tree, Alice L. Johnson says: "In the outline of the buckeyes there is something particularly compact and well-regulated, and their symmetrical leaves cling together as though to shut out the intrusion of other trees than their own. We can hardly fancy the fougles of these trees waving poetically; they are







BAXTER D. WHITNEY,  
WINCHENDON, MASS.

# Makers of Machinery History.

NUMBER V.

**Baxter D. Whitney.**

(See Portrait Supplement.)

With this issue of the *HARDWOOD RECORD* is published in supplement form the portrait of the dean of woodworking machinery manufacturers, Baxter D. Whitney.

Mr. Whitney is eighty-eight years old and is a native of Winchendon, Mass., where his extensive woodworking machinery plant is located.

As a lad he early showed a predilection for mechanics, and it was in the repair shop attached to the woolen mill owned by his father that he acquired his first practical knowledge of what was to be his most successful life work. At the age of ten he constructed a small sawmill operated by water collected in a pond he formed by damming a tiny stream. While the sawing capacity of

of snow was in the air. His weather prognostications were correct and his footprints were soon obliterated, and he made his purchase easily before his competitors had time to formulate their plans.

His first business venture, however, was the building of machinery for the manufacture of tubs and pails in a corner of his father's factory. Here, also, when he was twenty years old, he built sixteen looms for weaving cashmere.

His first planing machine was built in an old building that stood back of the present factory, and although it was not the first cylinder planing machine ever made, it was certainly the first practical one, and embodied original ideas which insured the proper pressure and adjustment of the feed rolls, so that the clipping of the ends of the lumber was prevented. It was, however, a somewhat primitive machine, only two feed rolls were employed and there was no pressure bar, one of the important features of the modern Whitney planing machine. In the year 1846 the first Whitney planing machine was constructed in about six weeks, and when completed was sold to Murdock & Fairbank of Winchendon.

The great stone dam at the Whitney plant was built by Mr. Whitney in 1845 and it has furnished the water power and withstood the winter frosts and spring freshets for sixty years.

Mr. Whitney is a man who has always built on the principle of "not for my time, but for all time to come." He is so thorough a believer in doing things well that in many instances he has lost sight of the money expended. He was once asked what the dam cost him. "I don't know," he answered; "all I do know about it is that the dam is right!" He has carried out the same policy in the building of the high-class woodworking machinery for which his institution is famous. It has happened that after spending thousands of dollars in the creation of a piece of machinery, which he thought would answer a specific purpose, that it did not exactly suit his ideas of what it should be, and he has ordered it destroyed. It is only the tried out tool that is ever sold or shipped from his factory.

In 1857 Mr. Whitney made his first scraping machine, and about that time the Whitney shaper and the Whitney gauge lathe were designed.

Mr. Whitney has been the recipient of numerous gold, silver and bronze medals, and has received the compliment of having his machines purchased abroad at one exhibition and imitated at the next, but his competitors reckoned without their host, as in every instance the imitation lacked some important improvements that Mr. Whitney had made in the meantime.

To estimate the influence of Baxter D. Whitney on woodworking machinery in the last sixty years would be almost impossible. Certainly to him much credit must be given for a great deal of the progress made.

His business life has been that of a master craftsman always determined to do his best. Purposeful and self-reliant, only his own standard was high enough for the machines he built. "Good enough" is never recognized in the technical vocabulary of his workshop; "as good as possible" is there the watchword of both master and workman.

For the past few years Baxter D. Whitney has allowed the active management of the works to devolve entirely upon his son and partner, William M. Whitney, a fit representative of the integrity and business sagacity of his father.

William M. Whitney is devoted to the same aim and the same ideals as his father, and he intends to keep the Whitney plant a model of its kind, and to maintain for the Whitney machines the same high position



PRINT OF BUCKEYE LEAF. ACTUAL SIZE

the mill was limited even in proportion to the power expended, the effort showed the early bud of mechanical genius and the bent of its future activity. Before Mr. Whitney had reached manhood he was able to hold his own with skilled mechanics of years of experience, and he had ingrained and fostered habits of prudence, forethought and self-reliance. When he decided to build his own plant, he selected a site a short distance from his father's woolen mill. Hearing that others were looking at the land in question on account of its most desirable water power, he quietly surveyed it himself, choosing a lowering afternoon when promise



FOLIAGE FRUIT AND FLOWER OF BUCKEYE.

they have always occupied in the woodworking world.

## Increasing Capacity.

The W. L. McManis Lumber Company of Petoskey, Mich., is doubling the capacity of its maple flooring plant. A new Hoyt 129, the fifth machine of this kind purchased by this company from the American Woodworking Machinery Company, has just been installed. The company is adding to the size of its plant, and has recently completed its new building, and increased the capacity by one hundred per cent. The entire improvements will be completed within a few days, and the new plant that by January 1, at latest, the plant will be in full operation.



## Forestry as a Profession.

Dr. C. A. Schenek, director of the Biltmore Forest School, has asked me, as a recent graduate of the school, to write a few words concerning forestry from the standpoint of the young man entering upon, or thinking of entering upon, the profession of forestry as a life work.

The word "forestry" itself has a certain intrinsic charm. It immediately brings to mind shady woods and bright flowers and sparkling brooks. Thus it is no wonder that today a great many young men who are fond of out-of-door life are asking such questions as: "What is a forester and what are his duties?" "What would I learn if I went to a forest school?" "After having finished my work there, what opportunity would there be for me to do something worth while and, incidentally, to keep the wolf from the door?" These three points I will briefly consider.

First—A forester is a man who knows how to manage and administer land, which is valuable chiefly for its forest products, in such a way as to make it yield the best returns for the owner. If it is best for the owner to clear the land and then forfeit it for non-payment of taxes, it is the part of the forester to do so; on the other hand, if it is best for the owner to treat the land conservatively, that is, in such a way as not only to obtain present returns, but to insure future returns, then it is the part of the forester to apply the principles of conservative forestry.

Second—Many persons seem to have the idea that the energies of the student at a forest school are entirely confined to learning how to distinguish the different species of trees and how to plant young trees. I cannot do better towards clearing up this misconception than to give the following outline of courses, which are taken from the catalogue of the Biltmore Forest School:

- I. Botany of herbaceous plants.
- II. Dendrology, or botany of trees.
- III. Silviculture; the raising and tending of forest trees (a consideration of how to obtain certain results in the woods by a combination of natural and artificial means).
- IV. Forest Geology; soils and their relation to the tree and to the forest.
- V. Forest Entomology; a study of the insects of the forest.
- VI. Forest Pathology; tree diseases and their prevention.
- VII. Forest Zoology; especially dealing with the role played by the mammals and birds in the forest.
- VIII. Mathematics; a brief review of plane and solid geometry, advanced algebra and plane trigonometry.
- IX. Forest Mensuration; methods of estimating timber, determining rate of growth, and so on.
- X. Surveying.
- XI. Forest Management; the preparation of working plans for forest land.
- XII. Forest Utilization and Technology; problems of lumbering and milling, transportation, refinement of the raw forest products, and so on.
- XIII. Forest Finance; business principles as applied to forestry.

XIV. Forest Economics; the science of economics as related to forest industries.

XV. Forest Protection; dangers from and methods of preventing forest fires, tree diseases, insect plagues, storms, and so on.

XVI. Forest Law; principally a study of the law of real property and contracts.

XVII. Forest Policy; influences of the forest upon the welfare of the community; governmental duties and the development of forestry in the various states of the Union.

XVIII. The Forest Work of the Federal Government.

XIX. Irrigation and Its Interdependence with Forestry.

XX. Propagation of Fish and Game.

A regular part of the course is field work, in which the lectures are illustrated in a practical way. Half of the student's time is thus spent in the woods, in actual contact with problems of lumbering, reforestation, road-building, etc.

Third—Now, admitting that the student has worked faithfully, the all-important question arises: How can he apply the knowledge that he has gained and who is willing to pay him for applying it?

There are two distinct courses which a graduate of a forest school may follow: he may either engage in private work, or he may enter the forest service of the United States, either with the idea of remaining permanently in the service, or of taking up private work when the opportunity is offered, there being many applications to Washington on the part of private forest land owners for foresters to manage their property.

Since lumbermen own the greatest part of the woodland of our country, the young forester must be able to do something for which the lumberman is willing to pay him. Now, why do not the lumbermen welcome forestry with open arms? It is because nine out of every ten lumbermen believe that the forester is a sentimental crank, who wants to keep him from logging his trees in order to preserve intact the beauties and benefits of the primeval woods. This is, however, not the case. "Well," say the lumbermen, "if this is not the case, pray either leave us in peace or tell us how you can be of assistance to us." It is evident that as long as there is enough timber land in the United States which can be bought at a price lower than the cost of raising that same timber by applying the principles of conservative forestry, just so long will lumbermen continue to buy land, to "skin" it and then discard it, or, even preferably, to buy stumpage, without any interest whatever in the land. That this condition still prevails at present is no doubt true. How long it will continue to prevail remains to be seen.

Now, since the greatest proportion of our wooded lands is owned by lumbermen, and since lumbermen contend that it does not pay to apply the principles of conservative forestry, how can the forester earn his bread and butter? The answer is that the forester him-

self must, above all else, be a practical lumberman. This end he can accomplish only by practical experience in the mill and in the woods. What the forester learns at school, will help him in many ways to become a successful lumberman, even though for the present the principles of conservative forestry are entirely subordinate to the principles of band saws and steam niggers. Furthermore, the lumberman who knows something of forestry will be able, in great measure, to mitigate the harm done by the present all-too-frequent methods of reckless logging.

Aside from lumbering, there are many large industries, such as pulp mills, match manufactories, wagon works and railroads, which require a steady supply of the same kind of timber, and it is to them that the principles of conservative forestry particularly appeal. Extensive pure stands of timber are pretty rare these days and it requires the supervision of a forester to insure their "preservation through wise use."

The work of the forest service of the United States furnishes an opportunity for carrying into effect the principles of conservative forestry. The life of the government is a great deal longer than that of a lumberman, and it is thus to its advantage rather to insure the perpetuity of its forest resources than to get the best money returns within the next thirty or forty years. The forest problems which the United States government has to solve are important ones, which affect the welfare of the entire country. President Roosevelt has rightly said that the forest problem is one of the most vital internal questions of the United States. It will take our very best intellects, trained in the principles of forestry, to solve this problem and the men who will solve it, will be the graduates of the forest schools who enter the forest service of the United States.

The young man who is thinking of taking up forestry as a profession need not fear that there will be no chance for him to apply his talents. No matter whether the young forester enters the lumber business, other private employment, or the forest service of the United States, he may rest assured that there is an opportunity awaiting him to accomplish something worth doing and that his efforts will be duly rewarded. The delightful part of it is that forestry in this country is something entirely new. There are no old ruts which the present day American forester can follow, even if he wanted to. We are confronted by new conditions and must solve them in our own way.

WALTER J. MOSENTHAL.

Maudie Adams, the great actress, is having a forest of black locust trees planted on her estate near Ronkonkoma, L. I. She recently placed an order for 200,000 trees with a western grower, after studying thoroughly the various kinds of locust. Already 22,000 saplings have been received and planted. "The land is to be worked systematically and everything done to foster the growth of the trees, Miss Adams believing that the locusts' reputed slow growth can be hastened somewhat by proper cultivation."



## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### Analysis of the Dimension Business.

BRISTOL, TENN., Nov. 30.—Editor HARDWOOD RECORD: You may enter our name in the list of dimension manufacturers. We will be greatly interested in any movement which will tend to better the conditions under which this class of stuff is marketed. We have had in the past quite a good deal of experience in getting out stock for chairmakers and wagonmakers, but it has been a sad experience in nearly all instances. We have oceans of oak and hickory in this region, but it cannot be cut into dimension and shipped to any northern point at the prices quoted. We have a band mill and cut to one-sixteenth exact size, but when it gets to the user he will cull so much of it that we have given up trying to cut any more.

The whole trouble, in our opinion, with this dimension business is just this: there are hundreds of small mills all over the South, from 25 to 50 H. P., set up in the woods to cut out the timber in their vicinity; they get a lot of knotty stuff that they think can be cut up into dimension; they cut it and ship it to a northern manufacturer and he will cull it so that it will net the mill man about the price of cord wood to burn. Just so long as they are able to get hold of enough of this class of stuff there will be no decent price given. The mill man takes his loss and stops, his place to be filled by someone who has never been bitten. We know from our own experience that so-called "reputable" manufacturers will cull stuff for the slightest defect, without regard to the cost to the mill man who has gotten it out and paid freight on it. They will not give credit for a smaller size where the defect is on the edge, so that it can easily be used for the next smaller size. They use it, however, without paying for it. No northern manufacturer can get dimension stock of this firm now unless it is accepted on the yard.

Thanking you for the interest taken in these matters, we beg to remain, yours very truly, ORDWAY MANUFACTURING COMPANY, per E. B. Webster, Mgr.

The writer of the foregoing letter is partially right and partially wrong in his deduction of the difficulties surrounding the successful handling of the hardwood dimension business. It is very true that there are hundreds of small mills which turn out dimension stock that does not meet the specifications or requirements of buyers. It is also true that there are some dishonest buyers who take advantage of producers and unnecessarily cull shipments. However, the average buyer wants only what he contracts to buy, and is perfectly willing to pay his full contract price and to account for a full tally for everything that comes up to specifications.

The shipping of badly manufactured and badly seasoned dimension stock to a manufacturer entails a good many hardships on the recipient. The handling and assorting of the thousands of small pieces of material contained in a car of dimension stock is an expensive proposition. While in a good many instances he does not give credit for pieces that

could be worked over into smaller sizes, he can scarcely afford to pay any considerable sum for stock of this character, as the cost involved in reworking this stock to accurate dimensions that can be handled through his lathes, is often as much as the total price of the original stock. The large buyers of dimension material today are getting considerably worried over the diminishing sources of supply, and there are very few of them that are not willing to "tote fair" with producers of this class of material. The prime necessity of the business today is that producers shall be educated to a correct system of manufacturing and grading, and that is the work that lies before the recently organized Hardwood Dimension Association.—EDITOR.

### Who Wants Apple Wood?

AGRICULTURAL COLLEGE P. O., MICH., Nov. 22

## A Lumberman's Letters to His Son.

CHICAGO, December 5.

My dear Son: You are a mutt, which being translated into United States means that you are a mutton-head. For Heaven's sake, must you be stumbling over your own feet forever? Can't you get out of your own way? Don't you recall the number of times I have cautioned you about selling lumber on the basis of Boston survey? And now you go over to Boston and the first thing you do is to sell a car of firsts and seconds oak subject to local inspection! Boston survey calls for lumber that is about fifteen per cent better than the good Lord ever permitted it to grow, and the things that are coming to me on this shipment make papa weep!

I am glad you like Boston; it certainly is a nice town. Am also pleased to know that you are making the acquaintance of the hundred and seventy-five wholesale lumber concerns there. I know there are no retailers in Boston to speak of. It is not considered good taste to be in the retail trade in that town. However, when you get all through, you will find that there aren't very many *real* wholesalers there. Ben Lamb's claim of being the only Simon-pure wholesaler in Boston has many merits. Ben says he is the only wholesaler at the Hub, because he refuses to cut a board in two.

I am going to fill this order of yours with a straight car of firsts, and I'll gamble that I get a rebate of \$4.92 a thousand on the shipment.

You turn around and get your nose pointed toward home. Don't you stop until you get this side of the Hudson river. You've no more license trying to do business in New England than you have within the pearly gates. Those chaps down there have been on earth too long and know the trade too well for you to cut into the game. If you offered gold dollars to a consumer in that country

—Editor HARDWOOD RECORD: I am taking from the Agricultural College apple orchard several hundred trees from 3 inches to 10 inches in diameter. If you know of any firm that makes a specialty of apple wood, I should be obliged for the address.—E. E. BOGUE.

E. E. Bogue, writer of the above communication, is professor of the department of forestry of the Michigan Agricultural College, near Lansing. If any of the RECORD's readers are in the market for apple wood the professor would be glad to receive communications from them.—EDITOR.

### A Record Business and Prospects.

NEW YORK, Nov. 25.—Editor HARDWOOD RECORD: I never have seen business any better than it is now. All over the country every lumberman is having all he can do. Buildings are going up in every direction. I predict even a better year next year, with stock very scarce. A good many people are already buying for their next year's requirements. One buyer has just put in an order for a hundred cars of yellow pine for delivery from January to July first, next.—C. W. MANNING.

at ninety cents, he would turn you down and pay the local man a dollar ten because he knew his grandfather. It makes a lot of difference in Boston whether your ancestors arrived in the Mayflower in 1620 or came over in a cattle ship in 1820. You better get back within hailing distance of Chicago, and take a turn at the Polack trade on the north side.

YOUR AFFECTIONATE FATHER.

P. S. Your mother is very anxious for you to get home. Her Frisco heiress is showing a tendency to get bighouse over a shock-haired football player.

### Location for Industries.

J. C. Clair, industrial commissioner of the Illinois Central Railroad Company, whose offices are at Central Station, No. 1 Park Row, this city, under the above title, has just issued a 230-page book. The work contains a brief description, pertaining especially to population, debt, assessed valuation, tax rate, railroad lines, banking facilities, hotels, public utilities, educational establishments, existing industries, industries desired, cost of fuel, labor, etc., of more than two hundred cities and towns lying along the lines of the Illinois Central and Yazoo & Mississippi Valley railroads in the states of South Dakota, Nebraska, Iowa, Minnesota, Wisconsin, Ohio, Indiana, Kentucky, Tennessee, Mississippi, Arkansas and Louisiana.

The pamphlet has been compiled with up-to-date information for the purpose of presenting to manufacturers and others who desire advantageous locations. A copy of the work can be obtained on application to Mr. Clair, and, in addition to the data given therein, he will be pleased to submit information of a much more specific nature concerning any of the thousands of towns reached by this great system of railroads. The work should be of especial interest to woodworking manufacturers contemplating a change of location, by means of which they can better their source of supply for raw material or secure more advantageous shipping facilities. The work reflects credit on Mr. Clair personally and on the industrial department of the Illinois Central Railroad Company.



# Annual Northwestern Hardwood Lumbermen's Ass'n.

The Northwestern Hardwood Lumbermen's Association met in St. Paul, Minn., on Tuesday, Dec. 5, for its seventeenth annual gathering. While a few members of the association were unavoidably absent, there was a fair attendance, and the discussion at the executive session was highly interesting and valuable. Socially, the occasion was as usual a success. A spirit of comradeship and goodwill was manifested at the banquet and at the theater party which followed it, and all arrangements were carried through in admirable fashion.

The meeting was held in one of the parlors of the St. Paul Commercial Club, and was called to order at 4 p. m. by President A. E. Peterson, who opened the proceedings with his annual address, as follows:

## President's Annual Address.

Gentlemen of the Northwestern Hardwood Lumbermen's Association:—On this, our seventeenth gathering, I am pleased to welcome you to the city of St. Paul and to this meeting. It was in St. Paul that the first meeting of this association was held seventeen years ago. Some of the men who attended that meeting are not with us today. Good and noble men they were, but they are through; they have fought their fight, and have passed to the great beyond.

Much has been done by this association for the betterment of conditions surrounding this branch of the lumber trade; much remains to be done. It seems to me we ought to agree upon some basis of selling terms and then enforce those terms. In this respect we are away behind the pine association. They have promulgated terms that are respected and lived up to. The hardwood men do not insist upon their rights in this matter. We should insist upon settlements within sixty days from shipment, with proper discount for cash in ten to fifteen days. We have been too easy in this matter and the result is that we are expected to give ninety days' to four months' time, and if we do not accept orders on that basis some one else will. With proper effort on our part and on the part of sister organizations, working jointly with us, this can be remedied.

Another matter that should demand our serious consideration is the unbusinesslike practice of many manufacturers in selling direct to the consumer. This may be hard to remedy. The practice is of long duration and has become deep rooted. Ours is the only business, so far as I know, where the jobber or middle man is not protected. By a proper, intelligent and united effort, I believe something can be done to remove this evil.

In the matter of grades, we have, as you all know, adopted the National rules, and the National association has appointed a salaried inspector for this district, whose services, I believe are only available to members of the National association. The chairman of the board of arbitration will probably give us full particulars on this point. Without full information it appears to me that the National association could put the position of inspector on a better paying basis by extending his services beyond the limit of its own membership. However, I suppose this matter will be fully explained later.

Now, gentlemen, congress has again assembled and important questions will be up for consideration, probably the most important of which will be the question of governmental rate supervision. This association has already taken a stand in favoring the policy of President Roosevelt as outlined in his last message to congress in the following language:

"The Interstate Commerce Commission should be given the power which has been challenged and after full opportunity to be given to the shippers to decide upon the proper rate, which shall be a reasonable rate to take its place; the ruling should be made to take effect immediately, or, if it is not made, it is reserved by the court of review."

At the Interstate Commerce Law Convention held in Chicago on December 1st, 1905, the association was in harmony with this policy; since then public sentiment has been crystallizing, and the issue

rates are concerned shall we trust the government or the railroads?

From 1887 to 1897 the Interstate Commerce Commission actually had the power now sought to be specifically conferred upon it. No attempt was made to put the country upon a distinct tariff basis, and never will be. It is well to keep the highways of commerce under government supervision. No injustice will be done to anybody. I believe it is well for our representatives in congress to know how we stand on this question. Not that it will have any particular influence in shaping the final result; but, above the mighty roar of the machinery set in motion by the opposition, it may be possible for our representatives to hear a voice from the ranks calling for a square deal.

At the last session of the Minnesota state legislature we favored the passage of a bill known as the "Nolan Reciprocal Demurrage Bill." This was, in the main, a righteous measure, and passed the house by a majority of about 100, notwithstanding an unfavorable report by a majority of the house committee. It was then sent to the senate committee and public hearings were given to all interested parties for and against. Mr. W. C. Bailey and myself attended some of the sessions, and Mr. Bailey made a telling argument in its favor. Outside of various firms located on railway rights of way and others under obligation to the railroads in various ways, the bill was supported by a large majority of shippers of the state; but, the doctrine of a "square deal" had not penetrated to that committee, and the measure was killed.

The investigation being made in New York by the Armstrong committee throws some light upon the methods used by certain interests in shaping legislation. What is true in New York is true to a greater or less degree

and each of them has been productive of some good for the hardwood trade. At the second meeting of the year, held Feb. 11, a change was made in the inspection rules, providing that the minimum car of hardwood lumber should be 12,000 feet, and that for any amount over that the inspectors should be paid at the rate of 30 cents per thousand feet or fraction thereof. At the meeting of March 29, a committee was appointed consisting of P. W. Strickland, W. H. Sill and A. E. Peterson, to be known as the Railroad Committee, whose duties it should be to handle claims of members against the railroads. At the same meeting W. C. Bailey was appointed a committee of one on forestry. A resolution was also adopted at this meeting requesting D. F. Clark to ask the surveyor general of the National Hardwood Lumber Association to appoint as a national inspector for this section such a man as this association shall recommend. At the meeting of Oct. 21 A. H. Barnard was appointed a delegate to the Interstate Commerce Law convention at Chicago, Oct. 27 and 28.

The price list has not needed bracing up very often during the year, and neither have the members, for it has been easier to get full list quotations most of the time than ever before. As compared with the last list issued before the annual meeting a year ago the list now in effect shows the following advances on inch firsts and seconds: Ash, \$2; soft elm, \$2; rock elm, \$6; red oak, \$6; and white oak, \$8; but it has not been the list advances that have counted so much as it has been the fact that it has been possible to adhere more closely to the lists in making sales.

At the last annual meeting the Vernon Lumber Company and E. Payson Smith of Minneapolis became members of the association.

At this time it is impossible to state the amount of dry stock in the hands of hardwood lumber producers and wholesalers in this territory, or to determine the amount of hardwood that will be logged during the winter, but it appears safe to say that the sum of the two amounts will not be large enough to constitute a drug on the market, nor a menace to good prices during the coming year. All of the largest crop ever known in the history of the country has not yet been turned into money, but it is coming to market as fast as the railroads can haul it, and the farmers and those who are directly or indirectly dependent on the prosperity of the agricultural sections feel that 1906 should set some new records in trade.

## Report of the Treasurer.

The report of the treasurer, C. F. Osborne, was then read. It stated the financial condition of the association as follows:

### RECEIPTS.

Dec. 6, 1904	Cash balance.....	\$67.92
" "	Dues from 15 members.....	45.00
" "	Extra plates and tickets.....	9.00
		\$121.92

### EXPENDITURES.

Dec. 6, 1904	Cigars, banquet.....	\$ 2.40
" "	Secretary's expenses, 1904.....	2.20
" "	Balance due, secretary's salary ..	5.00
" "	Commercial Club.....	30.00
" "	Theater tickets.....	8.00
Dec. 12, 1904	Printing.....	2.25
June 6, 1905	Secretary's expenses.....	5.00
Dec. 1, 1905	Secretary's expenses.....	2.40
" "	Secretary's salaries.....	25.00
		\$ 82.25

To cash on hand.....	\$ 39.67
	\$ 39.67

## Board of Arbitration Report.

D. F. Clark, chairman of the board of arbitration, then presented the following report:

Gentlemen: We have had inspected this year, by the Northwestern Hardwood Lumbermen's Association inspectors, 20 carloads of lumber, as follows:

By A. E. Peterson, 1 car.  
By Olaf Oppenund, 5 cars.  
By August Palmquist, 14 cars.

This includes both Minneapolis and St. Paul. All of this inspection was made for members belonging to the association. There was no work done for any outsider. In most cases the inspectors collected their own fees and reported same to me.

After Aug. 1, 1905, the National Hardwood Lumber Association appointed August Palmquist of St. Paul as the National inspector



A. E. PETERSON, RE-ELECTED PRESIDENT.

In other states. There appears to be a great awakening of the public conscience, and the time may soon come when grafting and grafters will have to go. God speed the day.

Hearty applause at the conclusion of the address showed that the members indorsed its sentiments.

Secretary J. F. Hayden then read the minutes of the last annual meeting in Minneapolis, which were approved, after which he presented his report, as secretary, which follows:

## Secretary's Report.

Mr. President and Members of the Northwestern Hardwood Lumbermen's Association: I thank you all very much for the fact that the past year has been one of prosperity in the hardwood lumber trade, and it has in trade in all lines and that the cars of our association year had more dollars in the pockets of the hardwood lumber dealers than did the close of the previous year. Prospects also seem to warrant the prediction that the coming year will be even better.

Including the annual meeting, the association has had eight meetings during the year.



for this district and he attended to the inspection of all cars in dispute and reported same direct to Geo. Smith, surveyor general at Indianapolis, Ind., and I have no record of these cars. In most cases his inspection was satisfactory, but in one or two cases he was considered severe on the shipper.

I have no recommendations to make at this time and hope the association will discuss the matter of inspectors and decide upon whether they want to use the National inspector or the Northwestern inspectors.

The association went into executive session after the reading of this report, and discussed the subject in detail. As not all the members of the Northwestern are members of the National Hardwood Lumber Association, there was some doubt expressed as to whether the Northwestern Association should cease making inspections. As the time was limited, it was finally decided to defer the settlement of this question to one of the regular monthly meetings later on.

#### Committee on Terms of Sale.

The recommendation of President Peterson as to terms of sale was then taken up. All agreed that hardwood dealers should insist on and receive as prompt settlements as dealers in other kinds of lumber. There was not time for deciding on a form, and on motion of F. A. Nolan the president was directed to appoint a committee of three to report at a later meeting. This committee will draw up a form for a rubber stamp, which will be affixed to all invoices, stating the rule of the association to be cash within sixty days. It may be decided to incorporate a two per cent discount for payment within ten days. The committee appointed consists of C. F. Osborne, W. C. Stanton and A. H. Barnard.

A report from the railroad committee was then called for. President Peterson, who was the only member present, stated that all the members of this committee had taken up cases with the railroads and had met with some success. The committee stood ready to handle any complaint filed by a member. The questions of minimum weights and demurrage were troublesome, and would come up in various ways. Roads which have a minimum of 30,000 pounds generally make an exception in cases where a car full of basswood weighs only 24,000 pounds, but this should be generally provided for.

A. H. Barnard presented a communication from E. P. Bacon, of the Interstate Commerce Law Convention, asking the Northwestern Association to give it financial aid. Mr. Barnard also reported briefly as the delegate chosen to attend the convention at Chicago, saying that he participated as a member of the Interstate Commerce Law Convention, according to instructions, and agreed with its conclusions.

#### New Officers Chosen.

On motion, President Peterson appointed a committee of three to make nominations for officers and committees. W. C. Stanton, F. H. Lewis and I. P. Lennan were named. They retired, and presently reported the following list: President, A. E. Peterson; vice-president, A. H. Barnard; treasurer, C. F. Osborne; secretary, J. F. Hayden. Board of arbitration, P. W. Strickland, W. C. Bailey, E. Payson Smith, I. P. Lennan, F. A. Nolan.

Membership committee, P. R. Hamilton, W. C. Stanton, F. H. Lewis.

Secretary Hayden was directed to prepare resolutions expressing the regret of those present at the absence of W. C. Bailey, and assuring him of the esteem and good will of his fellow members. Mr. Bailey has not missed an annual meeting for sixteen years, but has been ill this summer and is now taking a short vacation in Iowa.

#### The Banquet.

The meeting then adjourned, and the scene of activity was at once transferred to the banquet hall of the Commercial Club, where all sat down to a feast. Stories and reminiscences enlivened the banquet, but owing to lack of time no speeches were made. The Commercial Club chef served the following viands:

Oysters on the Half Shell.  
Queen Olives.  
Consomme in Cups.  
Broiled Whitefish, Maitre de Hotel.  
Serpentine Potatoes.  
Small Tenderloin Steak, Bernaise.  
French Fried Sweet Potatoes.  
Waldorf Salad.  
Neapolitan Ice Cream, Assorted Cake.  
Roquefort Cheese. Bents.  
Demi Tasse.



D. P. CLARK, PROMINENT IN WORK OF ASSOCIATION.

Following the banquet, the members went in a body to the Metropolitan Theater, St. Paul, where they took in the performance of "The Maid and the Mummy." All voted the occasion highly successful and enjoyable and the St. Paul members were congratulated on the excellent entertainment they afforded.

#### Attendance.

The following is a list of those present:

A. E. Peterson, A. E. Peterson Company, St. Paul.  
D. F. Clark, Osborne & Clark, Minneapolis.  
C. F. Osborne, Osborne & Clark, Minneapolis.  
F. A. Nolan, St. Paul.  
W. C. Stanton, De Long-Stanton Lumber Company, St. Paul.  
A. H. Barnard, Barnard & Strickland, Minneapolis.  
I. P. Lennan, I. P. Lennan Lumber Company, Minneapolis.

N. C. Bennett, Jr., N. C. Bennett Lumber Company, Minneapolis.

F. H. Lewis, Minneapolis.

George S. Agnew, E. Payson Smith Lumber Company, Minneapolis.

P. Peterson, W. C. Bailey, Minneapolis.

George P. De Long, De Long-Stanton Lumber Company, St. Paul.

J. M. Watson, Barnard & Strickland, Minneapolis.

H. A. Walker, Osborne & Clark, Minneapolis.

J. F. Hayden, Minneapolis.

#### Forestry at Michigan Agricultural College.

The Michigan Agricultural College at Lansing offers an exceptional opportunity for the beginner in the study of forestry. Facilities are at hand for instruction and demonstration in all the important phases of the subject. Three acres of land near the college have been set aside to be used as a forest nursery, on which planting was commenced early in 1903. Two hundred acres of the college farm are under the control of the department. They consist of old pastures, pastured woods, culled timber, burned-over land and plantations of deciduous and evergreen trees, so that many valuable object lessons are demonstrated right on the ground. The campus contains more than 600 species and varieties of trees and shrubs, many of them being survivors of the primeval forest that in 1857 stood where the college buildings now stand. A part of this ground is being planted and laid out for an arboretum.

Students are admitted to the forestry course of the Michigan Agricultural College under the same regulations as to other departments. Due credit is given for studies embraced in the course which have been pursued successfully in other reputable institutions. General instruction pertinent to forestry is obtained in other departments of the college. The requirements in languages, mathematics, botany, geology, etc., are such as to thoroughly qualify a student, so that when graduated he is well prepared to begin his professional work.

In the freshman and sophomore years the student receives such instruction in botany as will enable him to correctly determine tree species; he is taught the proper trees to raise in different regions; propagation from seed, cuttings and coppice; proper management of timber land; how to determine the height of standing trees by several methods; use of log rules; how to tell the amount of timber on a given area; how to determine the amount a given area is building up each year and therefore whether it is held at a profit or loss; the kind of land that should be kept in timber; the adaptability of certain kinds of wood for certain purposes and other subjects that go to make up an elementary course in forestry. With the junior year more advanced work is taken regarding the principles of forestry, wood technology, silviculture, mensuration, economics, protection and regulation, diseases of trees, valuation, and lines of original investigation. The student is expected to visit woodworking plants, pulp mills, wood chemical plants, and to spend some time inspecting virgin timber, denuded areas and reforested sections of the state. Considerable instruction is given by text-books and lectures, but as much as possible is taught by actual demonstration and experience in laboratory and field.

The forestry students have organized a society known as the Michigan Agricultural College Foresters, which meets semi-monthly to discuss subjects in connection with their work, or to listen to a special lecture from some competent outside authority. The forestry department is in charge of Prof. E. E. Bogue. Although it was not established until 1902, it has given instruction to a hundred and seventy-five pupils, who are already meeting with success in the profession.



## Reducing Speed of Saws.

There is a very simple method of overcoming many troubles with circular saws which, although sometimes resorted to in frosty weather, is not used as generally as its simplicity and value would warrant. It is merely the reduction of speed in running saws, a very simple scheme but one most effective in many instances, and the lack of its more extensive use can be explained only on the ground that its very simplicity has caused an impression of insignificance. Many of the little annoyances with saws could be rectified by a slackening of speed, but this is often overlooked entirely and reference is had to saw experts or to complicated technical treatises on the care and maintenance of saws.

The purpose of this article is not to disparage in any way the higher technical works on the care of saws, nor to detract from the credit due those who have attained great skill in hammering and tensioning them, but to enter a plea for this neglected simple plan which by a thorough trial will prove itself of great value to manufacturers of hardwood lumber. In the manufacture of hardwoods there are more portable and small stationary mills than in any other branch of the sawmill industry, and these mills cannot afford to hire the skilled labor or give the frequent attention to their equipment which is possible in larger plants. Operators of such mills may read discussions of ways and means for hammering saws in the various trade papers and in hand books prepared by saw manufacturers, but they are frequently more confused than enlightened because, while the matter may be discussed in simple language and the writer may not entirely overlook in his own mind the matter of speed and its effect on saws, he is so accustomed to hammering saws up to whatever speeds are given, instead of reducing speed to fit the saw, that the latter side of the question is given practically no attention. This is all right for an expert in the business, but for the man who runs the little mill back in the woods, the simple plan is just as important as what are termed "home remedies" in the family where it is not possible to get the services of a doctor promptly, and, as in the case of the "home remedy," many times the simple one is the best.

Undoubtedly the first question that will come to the inquiring mind in connection with this subject is, how is one to know when the operating speed of saws can be reduced to advantage. It is somewhat difficult to give a concise answer to this query, because it is possible to have two saws running at the same speed, giving trouble which might be remedied in one instance by reducing speed and in the other by increasing. While this is possible, it is not likely, especially with saws that have never been hammered, for it so generally the case as to

must be hammered up to higher speed, or the speed reduced as a temporary remedy for the trouble. Right here there is room for some pretty strong arguments against reducing speed, from the standpoint that when a saw gives down a little in its tension the mill should not be slowed down and its capacity reduced to accommodate the saw in its weakened condition. The sensible thing to do is to send the saw away or call in an expert to hammer it up to its work. On the other hand, we should take cognizance of the fact that under the influence of keen competition we have run mill saws on the average to a higher speed than is advisable, and we should now ease down a little and remember that this is a period when in the working of our forest products quality counts for more than quantity.

What is recognized as about the standard speed for circular saws to-day is 10,000 feet per minute on the rim. On this basis a fifty-six inch saw, for example, is given a speed of 760 revolutions per minute, which may frequently be reduced to 500 revolu-

tions and give better results. While operating at too low a speed has its objections, it is not attended with anything like the bad effects that follow too high a speed. When a saw is run at too high a rate of speed it soon becomes "dodgy" and limber, and while it may stand up to its work while the teeth are sharp and in excellent condition, it is very sensitive and will soon dodge and run at every tough butt end, knot, and even the corners that are a little slick.

It is obviously impossible to outline just when, where and to what extent reducing the speed of a saw is needed, for so much depends, not only on the speed at which it is running and the speed to which it is hammered, but also on the kind of material being worked and other local conditions, that each case must be considered separately. Nevertheless, if sawmill operators who do not feel competent to wrestle with the higher technicalities of saw hammering will keep in mind this simple plan of lessening speed, by a little experimenting they will soon see that it will overcome more of the difficulties they experience in saws, especially in the winter when timber is frozen, than any other one remedy that might be offered to the trade.

## Anecdote and Incident.

### Counted Red Painted Ends a Brand.

The London correspondent of the *HARDWOOD RECORD* forwards a story of a London broker who was at the docks and met a customer examining a parcel of oak planks just discharged from a ship.

The customer observed, "That's a good parcel of second quality planks."

"I bought them as first quality," said the broker.

"Well, that shipper always marks his second quality with red ends."

So the buyer kicked and got an allowance, and in due course gave the broker an order to bring along a car of first quality oak planks, which was placed with the same shipper. The planks duly arrived and bore the same red painted ends. The buyer winked and kicked again, and nailed the shipment of red end planks as second quality.

Perhaps eventually American shippers will recognize the value of not only trade marking but branding the grades of their foreign shipments.

### Nothing to Be Said.

Young ladies with a fondness for infantile admirers should be warned by an episode at a seaside resort. An engaging masculine of seven years became on exceedingly good terms with the belle of their particular hotel, a girl about twenty years his senior. One day the charmer asked the swain to go bathing, and after the bath, as they returned to their bath houses, the small man suggested a race to see who could dress first. They entered the bath house, which adjoined, and in a short time a

youthful treble called, "Miss Ethel, oh, Miss Ethel, I've got my stockings on."

A low contralto answered, "Yes, Robbie, so have I."

After a short pause the irrepressible again called, "Miss Ethel, I've got my shoes on."

Again came the answer, "Yes, dear, so have I."

Again a pause—then a triumphant voice shrilly proclaimed, "Miss Ethel, I've got my pants on."

The answering silence was oppressive.—LIPPINCOTT'S.

### To Whom Does It Belong?

The following pocket expense account was picked up a few days ago on the floor of the sanctum of the editor of the *HARDWOOD RECORD*:

March 4	Advertising for girl to do typewriting .....	\$ 1.30
March 9	Violets for typewriter ..	.50
March 13	Week's salary typewriter ..	10.00
March 16	Roses for typewriter ..	2.00
March 20	Miss Remington's salary ..	15.00
March 20	Candy for wife and child	
	dren over Sunday ..	.60
March 22	Box bonbons for Miss Remington ..	4.00
March 26	Lunch with Miss Remington ..	5.75
March 27	Daisy's salary ..	20.00
March 29	Theater and supper with Daisy ..	19.00
March 30	Sealskin for wife ..	225.00
March 30	Dress for wife's mother ..	50.00
March 30	Advertising for young man to do typewriting ..	1.30

This document probably was lost by some one of the numerous lumbermen who pay their respects to the editor from time to time, and if it constitutes an official record and belongs on the owner's books, he can have it by sending his address to this office.



**Pure Meanness.**

A certain demure little stenographer in the large office building where the **HARDWOOD RECORD** has its home recently distributed a modest ad in the form of a blotter bearing the following legend:

I want your patronage;  
I am not the best stenographer in Chicago  
I don't claim to be;

**News Miscellany.****Immense Demand for Veneer Machinery.**

Perhaps in no other field of endeavor in any way connected with the lumber business has there been so rapid and widespread a development during the past few years as in the veneer industry. New enterprises are constantly being launched in all parts of the country which will undoubtedly meet with success in supplying the great and ever increasing demand for veneers and thin lumber of all kinds.

This development is not without its beneficial effect on manufacturers of veneer machinery—foremost among whom is the Coe Manufacturing Company of Painesville, O. These well-known producers of high-class veneer machinery are simply loaded down with orders. The Painesville plant has been running fifteen hours' time for weeks and a full night force will be put on shortly. This company furnished the machinery equipment for the following recently established veneer concerns, all thoroughly up-to-date in every particular and manufacturing the very highest grade of stock:

The American Veneer & Panel Company, Newport, Ark.; White Veneer Company, Boyne City, Mich.; Lenoir Veneer Company, Lenoir, N. C.; Darlington Veneer Company, Darlington, N. C.; Hill Veneer Company, High Point, N. C.; Hinson Veneer & Crate Company, Lumber City, Ga.; J. Q. Gilkey, Marion, N. C.; Salamanca Veneer & Panel Company, Salamanca, N. Y.; Setter Bros. Company, Wanakena, N. Y.; Wisconsin Veneer Company, Rhinelander, Wis.; Halls Box Company, Halls, Tenn.; Tillman-Shannon Veneer Company, Trimble, Tenn.; Columbus Crate Company, Columbus, Ga.

One of the most valuable machines produced by the Coe Manufacturing Company is the Coe automatic veneer drying machine. This dryer is the only one on the market which will dry veneers perfectly flat and smooth without checks, splints, wrinkles or discolorations. Some idea of the growing popularity of this machine may be had by glancing over the accompanying list of concerns which have during the past few weeks installed Coe automatic dryers:

Astoria Veneer Mills, Long Island City, N. Y.; Setter Bros. Company, Wanakena, N. Y. (third machine); Salamanca Veneer & Panel Company, Salamanca, N. Y.; St. Louis Basket & Box Company, St. Louis, Mo.; White Veneer Company, Boyne City, Mich.; Paine Lumber Company, Oshkosh, Wis. (second machine); Wisconsin Veneer Company, Rhinelander, Wis. (second machine); Hinson Veneer & Crate Company, Lumber City, Ga.; Darlington Veneer Company, Darlington, S. C.; Kentucky Veneer Works, Louisville, Ky.; High Point Veneering Company, High Point, N. C. (second machine); Hanson-Ward Veneer Company, Bay City, Mich. (second machine); Louisville Veneer Mills, Louisville, Ky.; Schier & Walter, New York.

The Coe line of veneer machines is the most comprehensive produced in the United States; not only the most comprehensive but the best. Coe machines are fitted with every known appliance for the rapid and economical production of veneers. They find a ready market in all parts of this country and Canada, as well as in foreign countries. The **RECORD** is in receipt of the following list of sales made recently by the

But I am pretty good.

Come and see. My office is Room —, Ellsworth building.

Some mischievous rascal secured a number of the blotters and transferred the final "good" of the fourth line to the end of the third line, and posted the advertisements in the elevators, much to the horror and disgust of the stenographer and to the amusement of sundry wicked tenants of the building.

Coe Manufacturing Company, which shows the extensive demand for Coe machines and the great activity in the veneer manufacturing business:

J. Q. Gilkey, Marion, N. C., complete outfit, including veneer machine, clipper, knife grinder, etc.; Astoria Veneer Mills, Long Island City, N. Y., veneer dryer; Setter Bros. Company, Wanakena, N. Y., complete outfit, including 100-inch veneer machine, clipper, knife grinder, wringer, dryer, etc.; American Veneer & Panel Company, Newport, Ark., complete outfit, including 88-inch veneer machine, knife grinder, veneer saw, etc.; Salamanca Veneer & Panel Company, Salamanca, N. Y., complete outfit, including 100-inch veneer machine, clipper, knife grinder, drag saw, dryer, etc.; White Veneer Company, Boyne City, Mich., complete outfit, including 88-inch veneer machine, clipper, knife grinder, dryer, etc.; Hill Veneer Company, High Point, N. C., complete outfit, including 76-inch veneer machine, clipper, knife grinder, etc.; Hinson Veneer & Crate Company, Lumber City, Ga., complete outfit, including veneer machine, clipper, knife grinder, drag saw, dryer, etc.; Paine Lumber Company, Oshkosh, Wis., large veneer dryer; St. Louis Basket & Box Company, St. Louis, Mo., large dryer; Georgia Fruit Package Company, Ft. Valley, Ga., heavy impression roll veneer machine; Mengel Box Company, Louisville, Ky., heavy impression roll machine; Wisconsin Veneer Company, Rhinelander, Wis., 100-inch veneer machine, clipper, dryer; Darlington Veneer Company, Darlington, S. C., complete outfit, including 88-inch veneer machine, clipper, knife grinder, wringer, drag saw and dryer; Walter Libeau, Moscow, Russia, 76-inch veneer machine; Tillman-Shannon Veneer Company, Trimble, Tenn., complete outfit, including veneer machine, clipper, etc.; T. Clayton Roberts, Colombo, Ceylon, complete outfit, with veneer machine, clipper, grinder, etc.; Mayhew-Compo-Board Company, London, England, 100-inch veneer machine, clipper, grinder, etc.; J. F. Conant Manufacturing Company, South Milwaukee, Wis., 100-inch veneer machine, clipper, grinder, etc.

A new catalogue, No. 5, has just been issued by the Coe Manufacturing Company which describes in detail and illustrates the many valuable machines produced by this company. Any one interested in veneer cutting or drying can obtain a copy of this catalogue by applying to the Coe Manufacturing Company, 105 Bernard street, Painesville, O.

**A Magnificent Catalogue.**

The **HARDWOOD RECORD** is in receipt of the magnificent new 320-page catalogue illustrating the many and varied types of woodworking machinery produced by the American Woodworking Machinery Company. The book is beautifully printed on plate paper, and is adequately and sumptuously illustrated with the finest type of engravings, whereby one can see in detail the features embraced in every machine. The work in itself constitutes a practical exposition of the wonderful development that has been made by this great house in woodworking machinery.

Alphabetically considered, the book contains illustrated descriptions of boring machines, including bench, blind stile, car, chair, dowel, horizontal, multiple, pin, post and vertical bor-

ers; box board matchers; carving machines; chair-back bending presses; clamps for doors and blinds, drawers, sashes, etc.; dado machines; dove-tailing machines; dowel machines; emery grinders of various types; glue and hand jointers; back-knife, hand and pattern makers' lathes; lumber registers; various types of matcher heads; mitre machines; half a dozen varieties of mortisers; numerous types of inside and outside molders; panel raisers; blind, slat, buzz, diagonal, double and single and endless bed planers; a great variety of planers and matchers, including floorers for both soft and hard woods; heavy planers and matchers, light planers and matchers, medium sized planers and matchers and sizers; rod and dowel machines; a great variety of sanders, including arm, belt, disk, drum, spindle, surface, and treble, double and single drum patterns; band saws and saw tables, including more than a score of types for various purposes; scraping machines; knife grinders; both double and single shingle shapers; door and sash stickers; blind, slat, double end and sash and door tenoners; veneer presses and many special machines for the production of sash, doors and blinds.

The catalogue includes the most comprehensive list of woodworking machinery produced by any house in the world, and it is well worth a place in the library of every lumber manufacturer. The work can be obtained from either the executive office of the American Woodworking Machinery Company, 136 Liberty street, New York City, or from the office of the Chicago salesrooms, 43-45 South Canal street, or from the New Orleans salesrooms in the Hennen building.

This catalogue is the fourth edition that has been issued by the American Woodworking Machinery Company, and reflects great credit both on the ingenuity, skill and mechanical ability displayed in the tools themselves and also on the advertising department of the company, which has turned out such a comprehensive and magnificent volume.

**Reorganization of the Creelman Interests.**

The several southern hardwood manufacturing enterprises of which F. E. Creelman of Chicago is the head were reorganized as a new and single corporation at New Orleans on Nov. 16. The name of the new corporation is the F. E. Creelman Lumber & Manufacturing Company. Its capital stock is \$1,000,000. The headquarters of the company will be in the Hennen building, New Orleans, and it is expected that the new company will take over all the affairs of the subsidiary ones by Jan. 1 at latest.

The companies merged into the new enterprise are the Florida Lumber Company, Montgomery, Ala., which has 21,000 acres of timber land in Alabama, with mills at Evergreen, Dophan, Creelman, Bellwood and Red Level; the F. E. Creelman Lumber Company of Cairo, Ill., with yards at Cairo and mills near Baton Rouge, La.; the Krotz Manufacturing Company at Melville, La., which has 30,000 acres of timber land and a new double circular mill, and the Melville Box & Lumber Company of Melville, La., which has 10,000 acres of timber land and a new sawmill.

The products of the Creelman companies include not only the full range of southern hardwoods but cypress as well. It is said that the total output of the several mills will approximate 40,000,000 feet a year, which puts the new company in the forefront of hardwood producers.

It is said to be the intention of Mr. Creelman to remove from Chicago to New Orleans and personally take active charge of his big enterprise. Incidentally it is noted that Mr. Creelman is a member of the board of directors of the newly chartered Bank of America at Chicago, which starts off with a capital and surplus of \$500,000.



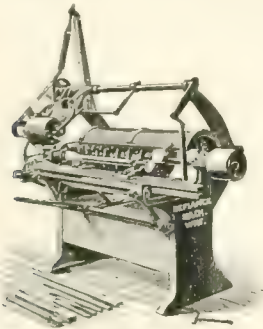
### New Mershon Band Resaw Catalogue.

The *HARDWOOD RECORD* is indebted to W. B. Mershon & Co. of Saginaw, Mich., for a copy of a beautifully printed 100-page catalogue entitled "A Handbook of Resaws." In the prefatory note the author, E. C. Mershon, says that in submitting this seventh edition of his catalogue it has been his object to describe and illustrate most of the machines made by his company, and also to give some information as to the care of the saws themselves and the arrangement and equipment of the filing room as may be of interest and value to the inexperienced.

The work includes a handsome photogravure portrait of E. C. Mershon, the foremost inventor of band resawing machinery; a view of the interior of the shops of W. B. Mershon & Co., and illustrations and general descriptions of the larger number of types of band resaws, edgers, etc., made by the company. The book also contains illustrated descriptions of the new and improved styles of horizontal resaws and twin resaws made by W. B. Mershon & Co., as well as all the older standard types of machines that have been produced by the company for several years. Much practical knowledge of value to users of band resaws is included in the work, and it should certainly have a careful reading by every user of band resawing machinery. Copies may be obtained on application to W. B. Mershon & Co. at Saginaw.

### Combined Spoke and Handle Lathe.

Pictured herewith is the forty-two inch patent automatic combined spoke and handle



NEW SPOKE AND HANDLE LATHE.

lathe manufactured by the Defiance Machine Works at Defiance, O. This machine is used for turning and squaring spokes for wagon and carriage wheels, having the necessary adjustments to turn all shapes and sizes. It will also turn pick handles, mining pick handles, hammer handles and hatchet handles. The frame is cast in one piece, having a cored center and broad base, being very stiff and reliable. It occupies a floor space of 6 feet by 3 feet 6 inches. The operation of the machine is very simple and no expensive labor is required. The material is placed in and removed from the machine without stopping. A full description and details concerning this improved piece of machinery can be obtained from the Defiance Machine Works, Defiance, O.

### Severe Fire Loss at Curtin, W. Va.

The double band mill of the Pardee & Curtin Lumber Company at Curtin, W. Va., was totally destroyed by fire on Dec. 1. The cause of the fire is unknown. The mill was located on a small stream, and north of the mouth of the Cherry river, and by reason of the topography of the land a strong air current was formed, causing the fire to spread very rapidly. The mill took fire at 2 o'clock in the afternoon, and at 4 o'clock the fire was out. The loss is approximately \$75,000, only about half of which is covered by insurance. The stock in the yard was saved. When the fire broke out it was a very dark night, and the cause of the fire of the Pardee & Curtin Lumber Company, it

is quite serious at such an active period of lumber sales as the present, on account of rendering the company short of stock for next year's trade. However, the company has another large mill at Sutton and several small plants, and its business will be continued without interruption. Considering the large lumber holdings of the company at Curtin, it goes without saying that the burned mill will be immediately rebuilt.

### Important Meeting of Veneer and Panel Manufacturers.

A meeting which promises to attract an attendance of several hundred veneer and panel manufacturers will be held at the Auditorium hotel, Chicago, on Tuesday and Wednesday, Dec. 19 and 20. A preliminary meeting was held at the Grand hotel, Cincinnati, Nov. 29, at which there were present producers from New York, Pennsylvania, Ohio, West Virginia, Kentucky, Tennessee, North Carolina, Indiana, Wisconsin, Michigan and Missouri. A tentative organization was effected, which will resolve itself into a permanent one at the forthcoming Chicago meeting. The object of the association is the establishment of grades and a regulation of prices. Besides this a thorough canvass will be made of the outlook for raw material, which is becoming scarce. Statistics of production and other matters pertaining to the good of the trade will be considered.

As the veneer business is becoming one of the most important adjuncts of the hardwood industry and the output of veneer plants enters so largely into the production of furniture, railway coaches, street cars, carriages, automobiles, etc., it is undeniable that much good can be accomplished by the formation of this association, and an exchange of experience and advice by people engaged in it. It is to be hoped that every veneer manufacturer in the country will make a special effort to be present at this meeting.

### Heinemann Operations.

Busy scenes are the rule on the Eau Claire river in the vicinity of Antigo, Wis., where is located the mill of the B. Heinemann Lumber Company of Wausau. The company has an army of loggers at work on the river, and expects to put in about 15,000,000 feet of hardwoods, hemlock and pine this winter. The largest camps are now busy putting logs on skids, and the roads are practically all cut and graded. The company's mill, at its fullest capacity of from 50,000 to 60,000 feet of hardwoods or 75,000 feet of hemlock a day, is operated day and night throughout the entire winter.

A private telephone system is now being installed by this enterprising firm at the Antigo plant. The office is used as "central," with lines running to the saw and planing mill, boarding house and stables and to the company's houses occupied by the foremen of various departments of the factory and the office employees. This will greatly facilitate matters and will enable the company to handle business with dispatch.

The B. Heinemann Lumber Company has here a most thoroughly equipped plant, in an ideal situation. It manufactures, besides hardwoods, hemlock and pine lumber, basswood excelsior to the extent of about a car load a day.

### A Magazine Worth While.

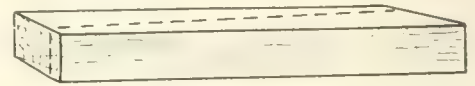
The *Craftsman* is the name of an illustrated monthly magazine, now in its ninth volume, published by Gustav Stickley at Syracuse, N. Y. The announcement on its cover page reads "For the Simplification of Life." The *Craftsman* is a very beautiful specimen of magazine construction from a mechanical standpoint, and when one delves into its contents he becomes disgusted that he should have been so long content with a perusal of the pabulum written by the literary perchance that is deemed worthy to see the

light of day by nine-tenths of the magazine editors of the country.

The *Craftsman* deals with topics that are worth while in the everyday life of mankind. Its contents are clean, ennobling and practical. It is the opinion of the *HARDWOOD RECORD* that any person of taste and discernment can get more solid satisfaction out of The *Craftsman* than he can out of an even half dozen of any of the other magazines published. In its one department of artistic and simple home building it is fully worth the subscription price of \$3 a year.

### Setting Fence Posts Bottom End Up.

"Many years ago," says Andrew Whiton in *Popular Mechanics*, "while engaged in running a sawmill in eastern Connecticut, I had a lot of fence posts to saw from chestnut logs. The posts were to be sawed tapering, and to economize in lumber the logs were first sawed square and then split diagonally like the accompanying diagram. Of course they were to be set in the ground large end down, which would bring one-half of them bottom end up in regard to the position in which they grew. I remembered



hearing an old farmer say that posts set that way would outlast those set 'right end up,' and I determined to improve the opportunity at hand to test the matter. So I marked all the inverted ones; and as the fence was to be built in the neighborhood, I watched the result. Examining the fence about nine years after it was built convinced me, as the inverted ones were practically sound, while the others showed very much more decay."

### Forestry in Scotland.

A very wide-spread interest has recently been manifested in Scotland in the establishment of a state model forest, which would be valuable not only in the teaching of forestry, but also to demonstrate to landed proprietors what might be achieved by judicious management and the application of scientific principles of forestry. The need of such a step will be realized when it is known that the United Kingdom is said to be the most poorly wooded country in Europe. There are about 21,000,000 acres of land lying waste, only about four per cent of the total area of the British Isles being wooded. Over \$125,000,000 worth of timber is imported annually into the British Isles, a large part of which is supplied by the United States. It is claimed that much of this timber, probably all the coniferous wood, would grow well on the waste lands of the country. It has also been proposed to institute a degree in forestry in the various Scottish universities.

### Sale of Vanderbilt Timber.

A dispatch from Asheville, N. C., announces that George W. Vanderbilt has sold to W. S. Alexander of Charlotte and others the standing timber on his Pisgah mountain forest reserve. The timber acreage involved in this property is approximately 100,000 acres, and it is estimated that the tract contains 300,000,000 feet of poplar, oak, chestnut and other hardwoods that have reached maturity and are of marketable quality for saw timber. It is understood that the sale of this mature and hyper-mature timber from the Vanderbilt holdings will in no wise interfere with the continuance of the reforestry plans which have been conducted for the past ten years by Dr. Schenck, but that the timber removed will be replaced with young growth for the purpose of maintaining the perpetuity of the forest.

### New Hardwood Rules.

The amended rules of the National Hardwood Lumber Association, as adopted by the associa-



tion at its annual meeting in Buffalo last spring, became effective on December 1. The entire set of rules has been printed in attractive pamphlet form, and can be obtained from the secretary, Frank F. Fish, 617 Traction building, Indianapolis, at 10 cents a copy.

Incidentally, Charles E. McSmith, 1200 Seventh street, New Orleans, has been appointed deputy surveyor general of the association for the Louisiana district. Mr. McSmith has had long and practical experience in the handling of hardwoods in the South, and latterly has been associated with the Sutherland-Innes Company.

#### Building Operations for November.

Official reports of building construction in some fifty leading cities throughout the country, compiled by the American Contractor, Chicago, indicate that the building industry is in a flourishing condition and in somewhat greater volume than in November, 1904. While about a dozen cities of the fifty show a decrease compared with November, 1904, the balance show a decided gain, running as high as 449 per cent in Omaha. A general average throughout the entire list presents a very favorable aspect. Among the cities most conspicuous for increased building construction are: Baltimore, 24 per cent; Buffalo, 38; Chattanooga, 383; Cincinnati, 66; Davenport, 104; Denver, 223; Detroit, 34; Duluth, 61; Harrisburg, 26; Indianapolis, 78; Jersey City, 110; Louisville, 82; Manchester, 152; Milwaukee, 41; Mobile, 84; Newark, 43; New York, 30; Philadelphia, 71; Pittsburgh, 43; St. Louis, 76; St. Paul, 131; San Francisco, 33; Scranton, 105; Seattle, 27; Spokane, 113; South Bend, 142; Topeka, 50; Terre Haute, 56; Washington, 152; Worcester, 174; Wilkesbarre, 281. The figures from Denver, Los Angeles, San Francisco, Pittsburgh, Washington and especially of St. Louis show an extraordinary building activity, considering the population involved. Denver scored the heaviest building of any month in many years. Thus far building and construction has been satisfactory and there is no sign of a let-up in the near future.

#### Miscellaneous Notes.

A contract has just been closed at Bayfield, Wis., which provides that the R. D. Pike Lumber Company saw for the Wachsmuth Lumber Company, both of that place, all the timber purchased by the latter concern last summer, known as the McBrien tract, amounting to about 15,000,000 feet of basswood, oak, birch and maple, 5,000,000 feet of pine and 10,000,000 feet of hemlock, as well as all that may be purchased by this company while the above tract is being manufactured. The R. D. Pike Lumber Company will operate its mill at full capacity day and night the entire season in handling this contract.

After January 1, 1906, the Rockford Mantel Company, Rockford, Ill., will be under the management and control of the Rockford Cabinet Company. The Rockford Mantel Company, the Rockford Cabinet Company and the Haddorff Piano Company have been under the same management for some time, and in order to facilitate the work, the business of the three companies will be conducted from one office.

The Whitmore Handle Company was recently incorporated with a capital of \$2,500 to manufacture handles at Eldorado, Ill. Jay M. Whitmore, D. L. Wood and Charles D. Watson are the promoters.

Lindstrom & Berg have made extensive improvements and installed new machinery at their stave plant at Tacoma, Wash.

A new pick handle factory has located at Bergholz, O.

Fire recently destroyed the heading factory, veneer plant, sawmill and warehouse of the E. W. Bond Company at Lake Helen, Fla., also the depot of the Florida East Coast railway. The loss is estimated at \$50,000, only about half covered by insurance.

The completion of the Durham & South Carolina railroad into Durham, N. C., has been an impetus to business and several new concerns have located there. A large sawmill plant is now being constructed below East Durham and a spoke and handle factory is being erected which will probably begin operations the first of the year.

The Heath Witbeck Company of Chicago is contemplating the addition of a dry kiln, flooring plant and planing mill to its large hardwood lumber yards at Thebes, Ill.

Ladoga, Ind., is now the address of the Hoosier Veneer Works, formerly located at Spencer.

The McLean Hardwood Lumber Company was recently organized at Buffalo, N. Y., with a capital of \$100,000. Angus McLean and Hugh McLean of Buffalo and W. A. McLean of New Albany, Ind., all connected with the Hugh McLean Lumber Company of Buffalo, are the promoters of the project.

The Union Stave & Basket Company of Columbiana, O., sustained heavy damage by fire recently. The loss includes the planing mill, which was entirely destroyed, the boiler and machinery and a quantity of stock and unfinished stuff. The company carried little insurance, but will rebuild immediately.

During the past year lumbermen operating in the Adirondack and Catskill forests have cut 789,215,523 feet of timber, valued at \$12,000,000, an increase over last year's figures of 165,000,000 feet. Of this quantity 56,879,479 feet were hardwoods.

The strike for higher wages and shorter hours made recently by laborers at the Hardwood Lumber Company's plant, Southport, La., has been settled without trouble, the men returning to work at a slight increase in pay but the same hours.

A. T. Vail, president of the Fort Wayne Co-op-erage Company, Fort Wayne, Ind., is building a barrel stave and heading plant at Paragould, Ark. The factory is located on the 17,000-acre tract of timber recently purchased by Mr. Vail.

By the prompt action of employees Armour & Co.'s tub factory at Ithaca, Mich., was saved from destruction by fire. The loss was only about \$100.

Benton Harbor, Mich., is endeavoring to secure the plant of the Buchanan Cabinet Company, which was recently destroyed by fire at Buchanan, Mich.

Newton Black, Charles Fehr and Charles H. Wixom are the incorporators of the Arkansas Hardwood Lumber Company of Spring Valley, Ark.

It is announced that the Winton Lumber & Manufacturing Company of Morehead, Ky., which was organized about one year ago, has gone into bankruptcy, with possible liabilities of \$100,000 and small assets. Several local banks are caught

in the failure. L. P. Morgan, president and general manager of the company, it is alleged, left Morehead on the night of November 18, saying that he was going to move his office to Ashland, Ky. He was heard from at Cincinnati on November 19, where, it is said, he left immediately for St. Louis, where all traces of him have been lost. It is said that there are several warrants out for his arrest on various charges. It is thought that Dr. Williams, cashier of the Lenore National bank at Morehead, was interested with Morgan.

The American Wood Preserving & Developing Company, New York City, has been incorporated to deal in and treat all kinds of wood, to manufacture clothespins, etc. The capital stock is \$300,000.

The Core Hardwood Company has been organized at Charlotte, N. C., with an authorized capital of \$125,000. George M. Core, L. L. Caudle and F. M. Redd are the incorporators.

The explosion of a can of gold paint in the factory of Gorsch Bros. & Co., manufacturers of picture frames, molding, etc., Philadelphia, Pa., started a fire which destroyed \$40,000 worth of property.

Work will commence shortly on a large gun stock and hardwood manufacturing plant at Muskogee, I. T., for Casbeer & Barnes, who operate a similar factory at Des Moines, Iowa.

The J. W. Willis Lumber Company, Washington Court House, O., recently purchased about 200 acres of land at Little Rock, Ark., and will immediately begin the erection of a large hardwood mill and chair factory thereon.

A new concern for Oshkosh, Wis., is the Excelsior Manufacturing Company, capitalized at \$25,000. Charles G. Maulick, Henry Dehde and H. J. Otto are the promoters.

Ten new machines for the manufacture of clothespins have been installed in the Oval Wood Dish Company's factory at Traverse City, Mich. This doubles this concern's capacity for manufacturing clothespins, bringing the daily output up to a carload a day.

J. F. McLean, one of the largest stave dealers in Nashville, has begun the erection of a plant in North Nashville for the manufacture of hardwood barrel heads, to cost in the neighborhood of \$20,000. It will embrace besides up-to-date sawing machinery, two large dry kilns.

Sonestown, Pa., is soon to have a hardwood factory which will turn out broom handles, rolling pins and similar articles.

J. C. Templeton recently purchased the machinery of the Barron County Handle Company of Rice Lake, Wis., for the Oak Grove Handle Company of Cameron, in which he is heavily interested. The latter concern will build an addition to its factory to accommodate this machinery, thus about doubling its capacity.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

#### Chicago.

W. A. Davis, the well-known wholesale hardwood operator of the Monadnock building, has recently established two permanent branch offices for the more thorough systematizing of his business. One of these offices is located in the Randolph building, Memphis, and is in charge of J. H. Garrison, who handles Mr. Davis' corps of buyers in Arkansas, Mississippi and the South. The other office is located in the Fraternity building, Paducah, Ky., and is in charge of J. W. Riglesberger, who handles the buying and shipping in the states of Kentucky and Tennessee.

The HARDWOOD RECORD is in receipt of cards announcing the marriage on Oct. 28 of Mr. William Dolbeer Mershon and Mrs. Hilda Jane Harlan Comstock at New York city. Mr. and Mrs. Mershon will reside at Revere Hall, 622

West One Hundred and Fourteenth street. Mr. Mershon is New York sales manager for Mershon, Schuette, Parker & Co. of Saginaw, Mich., and is one of the best known and most competent lumbermen of the metropolis. The RECORD's congratulations are most heartily tendered.

The RECORD is indebted to George E. Watson, secretary of the Southern Cypress Manufacturers' Association, for a pamphlet descriptive of standard grades and classifications of cypress lumber and shingles authorized by that association at its meeting in New Orleans on Nov. 23. The work is copyrighted, but copies can be obtained upon application to Mr. Watson at his office in the Liverpool & London & Globe building, New Orleans.

The Estabrook-Steele Lumber Company, Fisher building, Chicago, announces that James



H. West well known to the trade as former manager of the wood stock department of Kellogg, Mass. & Co. is now associated with it in the capacity of secretary, and after Jan. 1 will have entire charge of its wagon, carriage and implement wood stock department. Mr. West has had a wide experience in this line of work and is thoroughly competent. Both he and the Eastbrook Stock Lumber Company are to be congratulated on the alliance.

Capt. Elton A. Smith, "Smith of Smithville," president of the H. B. Smith Machine Company of Smithville, N. J., spent several days here the latter part of last week in conference with the manager of the company's Chicago store, Thomas R. Martin.

John J. Mossman, eminent Hoo-Hoo and well and favorably known to a great many lumbermen of the country, who has been division freight agent of the Wabash railroad at Buffalo for several years past, has been transferred to Detroit, where he will act in the same capacity for the Wabash railroad. The transfer is in the nature of an advancement. Mr. Mossman is very popular with the Buffalo lumber contingent, and was entertained previous to his departure for his new location, at a dinner at the Elbert Club, by the hardwood lumbermen of Buffalo.

Charles E. Randall, who will be remembered by Chicago lumbermen of a decade ago as having been prominently engaged in lumber enterprises locally, has again reentered the lumber business. He has acquired a large block of the stock of the P. G. Dodge Lumber Company, Twenty-second and Lumber streets, this city, of which Edmund F. Dodge is president and manager. Mr. Randall has been elected secretary and treasurer of the company, and will give his personal attention to the office department of the work. His abilities and services will prove valuable in adding to the success of this very prosperous lumber company.

The **HARDWOOD RECORD** had the pleasure of a call a few days ago from W. H. Bower, the veteran lumber manufacturer of Kurtz, Ind. Mr. Bower says that oak suitable for car stock material is getting pretty scarce in his locality, but still he manages to produce a million or so a year of high-class material. He divides his time between his lumber business and the conduct of a large stock farm, where he raises shorthorn cattle and Poland-China hogs.

The annual meeting of the Lumber Secretaries' Bureau of Information was held in Chicago last Thursday. The secretaries of nearly all the leading retail lumber dealers' associations were present.

Harry Gorsuch of Kansas City was in town last week in attendance upon the meeting of the Lumber Secretaries' Association, and illumined the **RECORD** sanctum with his presence for a few minutes.

"Wagstaff, Lumber, Oshkosh," was in Chicago on Monday and paid the **RECORD** the honor of a call. Mr. Wagstaff says that Wisconsin stocks of hardwoods are becoming very badly broken, and that manufacturers and jobbers are going to inventory less stock on Jan. 1 than they have for many years.

It is announced that F. M. Creelman, the well known retail lumberman of the River View Lumber Company, has been elected president of the H. W. B. Lumber Company, incorporated under the laws of this state. The business will be operated at Blue Island avenue and Robey streets, where yard improvements are now being put in. Mr. Creelman is a well known and successful lumberman in the car lot hardwood lumber business.

A. C. Bolander of Perks, Ill., in making remittance for three subscriptions to the **RECORD**, announces that Frank Gillet of Elco, Ill., has been elected president of the Elco Lumber Company under the firm name of A. C. Bolander & Co.,

and that they are establishing a branch yard at Danville where they will have their main office. The firm has sawmills at both Perks and Junction, Ill.

#### Boston.

The New Hampshire Lumbermen's Association held a special meeting in Manchester, N. H., Dec. 6 to take action on the car stake question and to decide whether the association should furnish financial support to the National Wholesale Lumber Dealers' Association in the fight they are making before the Interstate Commerce Commission.

Beckwith Bros. & Co., manufacturers of piano legs and parts in Westfield, Mass., are considering an offer which, if accepted, will mean the removal to North Tonawanda, N. Y. The present plant is too small to accommodate their increasing business. A. N. Sprague of this company states that the plant under consideration would give them double their present capacity. Besides this it is situated on the Erie Canal, and connected with the railroads by spur tracks, so that the company would gain considerably in the way of receiving lumber and shipping products.

The woodworking shop of Howarth & Rogers, Amesbury, Mass., was destroyed by fire, Nov. 27, causing a loss of \$25,000, with insurance of \$20,000.

Lord & Kitchen, who recently purchased the woodworking mill in Foxcroft, Me., formerly owned by the H. J. Dexter Wood Working Company, are making extensive improvements. A turning lathe is to be installed.

The A. T. Stearns Lumber Company's plant at Neponset was visited by fire recently, but the loss was small.

The sawmill recently started up by Parker, Young & Co. in Newburg, Vt., has been destroyed by fire, causing a loss of about \$2,000. No insurance was carried.

National Bank Examiner E. H. Carroll of Warner, N. H., has resigned his position and will hereafter give his whole time and attention to his lumber interests.

The Jamaica Lumber Company of Jamaica, Vt., which was organized about a year and a half ago, is doing a large business. Extensive improvements have been made at the mill, giving it a large capacity for turning out finished lumber. Plans are being made toward the establishment of a flooring mill. The company is composed of J. J. and W. C. Shields of Bombay, N. Y., and E. J. and G. H. Hollenbeck of Covington, N. Y.

R. B. Currier of Springfield, Mass., and F. C. Rice of the Rice & Lockwood Lumber Company of the same city have recently returned from trips to New York.

J. A. Hurd of the J. A. Hurd Lumber Company of Boston has returned from a trip to New York City.

#### New York.

The annual banquet of the New York Lumber Trade Association will occur at the Waldorf-Astoria in the city on the evening of January 23. From the plans already mapped out for the evening this year will undoubtedly be a large and representative one and the social features most elaborate.

Hamilton Love of Love, Boyd & Co., Nashville, Tenn., has taken up temporary residence at 439 Manhattan avenue, city, for the purpose of devoting closer attention to the increasing business of the firm in this territory. This may lead to the establishment of a regular branch office in the city.

Arthur Steinhack, one of the best known sales agents of this section, who, for several years, has represented the Rumrort Lumber Company of Philadelphia in this district, severed his connection with that company on the first to open up a large hardwood department for the

Northern Lumber Company, extensive white pine operators in the Flatiron Building. The Northern Lumber Company is the successor to the W. H. Sawyer interests of North Tonawanda, and will also act as selling agent for the A. C. Tuxbury Lumber Company, yellow pine manufacturers of Charleston, S. C. Mr. Steinhack has a host of friends who will unite in the extension of best wishes for his further success.

Vicegerent Charles F. Fischer held a red hot concatenation at Reisenweber's Circle Hotel, on the night of December 1, at which six kittens were initiated. The "on the roof" features were participated in by about forty local members of the order and were particularly enjoyable. A fine dinner was followed by an excellent vaudeville show.

A. B. Lewis, G. W. Stewart and E. J. Coogan, who were formerly associated with Dannat & Fell, foot of Broome street, city, which firm recently went out of business, have leased the yard property at that address and will conduct a general retail hardwood business.

I. T. Williams & Sons, Twenty-fifth street and Eleventh avenue, city, have arranged to double the capacity of their mahogany and hardwood sawmill plant at Edgewater, S. I., and the necessary machinery has already been ordered.

W. E. Marsh of Marsh & McClennen, 45 Broadway, has just returned from a stay of several months on the Pacific coast, where his firm is heavily interested in California white pine, in addition to their eastern hardwood and pine business.

There were several fires in local circles during the fortnight. The big hardwood trim establishment of Meisel, Danowitz & Co., Brooklyn, sustained a loss of \$12,000. The new plant of the Manhattan Sash & Door Company, Brooklyn, which had not yet begun operations and the lumber yard of Levin & Kronenberg adjoining, were totally destroyed on Nov. 27, entailing a loss of \$8,000. The brick factory building at 139th street and Rider avenue, Manhattan, occupied by the New York Carved Moulding Company, the Manhattan Wood Working Company and M. F. O'Neill, sash, doors and blinds, was considerably damaged, the Manhattan Wood Working Company being the heaviest loser. All these losses were fully covered by insurance.

The General Lumber Company has been incorporated in this city with a capital of \$50,000 to conduct a general wholesale lumber business. The North River Wood Working Company was also launched last week with a capital of \$25,000 by H. Goldmark, L. A. Cuvillier and D. S. White.

T. S. Miller, manager of the hardwood department of the Stevens-Eaton Company, 1 Madison avenue, returned last week from an extended buying trip to Southern mill points, and has a particularly fine line of plain oak for quick shipment.

C. E. Lloyd, Jr., of the Cherry River Boom & Lumber Company, Philadelphia, spent several days in town last week and reports business very satisfactory.

W. M. Ritter, head of the W. M. Ritter Lumber Company of Columbus, O., was a distinguished New York visitor last week.

T. B. Stone, president of the T. B. Stone Lumber Company, Cincinnati, with Mrs. Stone, was in town last week.

Among other visitors were W. D. Lance, W. D. Lance Company, Reading, Pa.; W. J. Grandin, Grandin Lumber Company, Tidout, Pa.; E. P. Alvord, Love, Boyd & Co., Nashville, Tenn.

C. W. Manning of 66 Broad street, city, has just returned from a trip among the Southern mills and reports an active market and short stock of supply sources.

Fox Brothers, who for years have conducted a large soft and hardwood trim business

in Jersey City, have incorporated as the Fox Brothers Manufacturing Company with a capital of \$20,000.

J. C. Turner, the distinguished cypress manufacturer of 1123 Broadway, has just purchased one and one-half miles of waterfront property at Jacksonville, Fla. He has not yet announced what disposition he will make of it. He has also purchased an extensive interest in the H. L. Jenkins Lumber Company of Blaine, Wash., one of the biggest fir and cedar firms on the coast. This concern owns two billion feet of the best timber in the state, and after current improvements are completed will have an output of 350,000 feet of lumber and half a million shingles per day, the greater part of which will be distributed through the J. C. Turner interests.

White, Rider & Frost announce the removal of their New York offices from the Metropolitan Life building to 1 Madison avenue.

#### Philadelphia.

F. D. Rumbarger of the Rumbarger Lumber Company has just returned from North Carolina, where he has been looking after the timber interests of the firm. Mr. Rumbarger speaks with enthusiasm of business and is optimistic for the future.

Gerome H. Sheip of Sheip & Vandegrift, Philadelphia box manufacturers, returned Monday of last week from a pleasant hunting trip in Tennessee.

W. W. Welch has taken charge of the New York office of the Rumbarger Lumber Company.

Robert B. Horsburgh, superintendent of the Coketon Lumber Company, Fishing Hawk, West Virginia, a subsidiary concern of the Rumbarger people of this city, spent the Thanksgiving holidays here with his family.

The Paul W. Fleck Lumber Company of Bristol, Tenn., has opened an office in this city in the Real Estate Trust building. It is handling only chestnut, oak, poplar and white pine. The senior member of the firm is in charge of the Philadelphia business.

J. E. Troth of the J. S. Kent Company, dealers in hardwoods, white and yellow pine, cypress, etc., left last week for his annual tour of the lumber regions in North and South Carolina. He will return in time to spend Christmas with his family.

Eli B. Hallowell is expected back this week from a business trip to Norfolk, Va.

Charles L. Betts of C. M. Betts & Co. has returned from a two weeks' trip to Maryland, Virginia and Tennessee. He reports conditions favorable to trade and says prices still have an upward tendency.

The Lumbermen's Exchange had the first lively meeting of months on Thursday, Dec. 7, when a warm debate was precipitated by the presentation of a resolution to amend the by-laws governing the election of new members. It was the idea of one faction of the exchange to give arbitrary power in this direction to the Board of Governors and the membership committee, jointly. The other faction has declared in favor of an open ballot for the election of new members.

W. B. Howard, representing the Lyon Cypress Lumber Company of Garyville, La., and also trading in California redwood, has established himself in business in Philadelphia at 714 Witherspoon building, where he trades under the name of the Sterling Lumber Company. Mr. Howard has already met with success and looks forward to building up a prosperous business.

Lumbermen in Philadelphia are threatening to unite in a crusade against the railroads. They declare it is time some favors were shown to them, and discriminations not made for the benefit of other items, especially as lumber freight is one of the heaviest lines carried by the railroads. The scarcity of

cars this year is reported to be worse than ever before, but could be easily remedied if the railroads would be more just to the lumbermen and less partial to grain and cotton dealers. Not only the wholesalers and manufacturers are made to suffer but the retailers as well.

Lewis Thompson, who was a member of the mahogany sawmill firm of T. C. L. Thompson, Willow St., near 11th, died Dec. 1, at his home in Germantown at the age of 48 years. The firm is one of the pioneer concerns in hardwoods and veneers in Philadelphia.

The will of the late Col. Charles M. Betts has been probated. It disposes of an estate valued at \$150,000. The entire property is apportioned between his widow and children.

#### Baltimore.

The annual meeting of the Baltimore Lumber Exchange will be held Dec. 12 at the Merchants' Club. After the business meeting, at which the retiring president, Norman James, will preside, an elaborate banquet will be held, with the new president in the seat of honor. The following ticket to be voted for at the business meeting has no opposition, so that its success would seem to be assured: President, William M. Burgan; vice president, Edward P. Gill; treasurer, Parker D. Dix; managing committee, Richard W. Price, Samuel P. Ryland, Jr., Norman James, Theodore Mottu, Edward P. Gill, George F. Sloan, George W. Eisenhauer, Luther Gwaltney, George Poehlmann, Henry P. Duker and John T. Galvin. The secretary is elected by the managing committee, and the incumbent, Theodore Mottu, will doubtless be chosen for another year, he having discharged the duties of the place with great fidelity.

The blowing out of a fuse of an electric generator in the big plant of the Filippo A. Broadbent Mantel Company, this city, on Nov. 28, caused a fire, which threatened serious damage, but was subdued after entailing a loss of not more than \$500.

From Curtin, Nicholas county, W. Va., comes information that the large lumber mills there owned by the Curtin Lumber Company were completely destroyed by fire of unknown origin on Dec. 1. The loss was considerable, only about half covered by insurance.

#### Pittsburg.

H. W. Henninger, president of the Reliance Lumber Company, is pushing the year's sales up to a total that is very creditable. He reports a splendid call for hemlock and oak.

The Fairmount Lumber Company's planing mill at Fairmount, W. Va., was burned December 4. It is probable that the plant will be rebuilt.

The H. C. Huston Lumber Company is settled in its large suite of offices in the House building. The company is rushed with orders and its members are working overtime getting things in shape for a big winter's cut on the large tract of timber which the Kendall interests lately bought in Maryland under the name of the Kendall Lumber Company. The Kendall Supply Company has been formed as an adjunct to the lumber company and both have received their charters.

"No cars" is the abrupt response of the Forest Lumber Company to all queries as to how trade looks. They have the orders and the lumber but they can not get the railroad officials to furnish the necessary cars to get stock moved with anything like promptness. The efforts of one of their representatives to round up a new supply of cars recently availed them something so that the situation is a little relieved the past week.

The complaint of lumber shippers on the Baltimore & Ohio railroad was so general a

few weeks ago that the officials of the road have given unusual attention to the matter and have met a large number of the shippers to discuss ways and means of relief. It is announced that after December 10 the supply of cars will be much larger, news which is extremely welcome to the lumber dealers.

The Bureau of Building Inspection of Pittsburgh in November authorized buildings which will cost \$1,182,265 as compared with \$824,065 in November, 1904. The total for October, 1905, was \$1,427,066. November made the best record of any November since 1900, with the exception of 1903 which was a record breaking year in building projects of all kinds.

W. P. Craig of William Whitmer & Sons, Inc., is at the West Virginia mills of the company looking after the car supply.

D. H. Morey of D. H. Morey & Co. ran up to Pittsburgh from Burkville, Ky., a few days ago. Mr. Morey is a welcome hardwood visitor and usually gets off with some nice orders from his Pittsburgh brethren.

Although not generally known there are 52 wholesale lumber firms now doing business in Pittsburgh. This is a larger number than the total of retail firms in the whole of Allegheny county, according to the statement of a leading member of the Pittsburgh Wholesale Lumber Dealers' Association. It is true some of the wholesalers have only desk room while many of the retailers are rated at \$100,000 or more. But the desk room men are selling lumber and lots of it this year. Pittsburgh is a wonderful lumber center in spite of the general opinion to the contrary.

Robert Herbertson of the Cheat River Lumber Company is in the South again chasing business. Last week he contracted for the purchase of 1,500,000 feet of poplar, oak and chestnut, most of which is for Pittsburgh delivery.

J. B. Flint of Flint, Erving & Stoner has headed for West Virginia again, where he is after some big game in the way of lumber business. His firm reports an excellent call for flooring, siding and cornice stuff.

J. C. Linehan of the Linehan Lumber Company is looking over the stocks in West Virginia and Kentucky. The Linehans are putting out a lot of No. 1 oak in all thicknesses and report a splendid demand for spruce at the new high quotations. There is some tendency among their customers to get their books cleaned up and stocks taken before the end of the year, which is naturally curtailing orders a little in some lines.

The Riverton sawmill and docks at the lower end of McKeesport on the Monongahela river were burned December 5, with a loss of nearly \$30,000. The mill and docks were owned by the Monongahela River Consolidated Coal & Coke Company, which had operated the plant for years and was engaged in building and repairing barges and flats for coal shipments.

The old timber road that was built in Clearfield county several years ago by State Senator E. A. Irwin of Curwensville and James Mitchell of Clearfield is likely to be rebuilt and extended to connect with the Buffalo, Rochester & Pittsburgh and the Buffalo & Susquehanna railroads. Most of the timber has been cut off from the mountain sides where the road runs so that its original purpose is destroyed.

The J. M. Hastings Lumber Company is busy. Recently the company made some nice purchases of stock in Pennsylvania, although the bulk of its lumber comes from its four docks at Sandusky. Mr. Hastings has just returned from a two weeks' stay in Nova Scotia, where the operations of the Davison Lumber Company, of which he is president, are attracting the attention of all the Provinces as well as leading lumbermen all over the United States.



D. L. Gillespie & Co. announce that the usual pre-holiday dullness is beginning to be felt, as shown by the efforts of their customers to close up the year and take stock without placing many more orders. The Gillespies had a very profitable season and have furnished the bulk of the lumber for the big Pittsburg filtration plant at Aspinwall, on which work is about to be suspended for the winter.

Fair & Keator report a very good sale of chestnut to manufacturers at prices that are firm and satisfactory. Sound wormy is "off" a little. Oak in four quarter stock is badly wanted and lath can't be purchased in this market. This firm is one of the many that are very cautious just now about taking big orders on a rising market for quotations are subject to daily change in many lines.

George W. Nicola of the Nicola Brothers Company is whiling away the hours in Europe with his bride. They are expected home about the first of the year. The Nicolas are closing up by far the most prosperous year in their history. They still have one or two boat loads of lumber to come down from the northwest.

The plant of the Union Stave & Basket Company at Columbiana, O., was burned November 24. The total loss was about \$15,000, of which \$10,000 was covered by insurance.

C. W. Cantrell, local manager of the Herman H. Hettler Lumber Company, is in the East looking after some big trade. His firm is doing a very nice business in flooring lately at good prices.

L. L. Sattler and J. N. McNaugher of the L. L. Sattler Lumber Company are in the South looking after their trade and keeping an eye out for good timber that can be bought. They report an extreme shortage of cars in Western Maryland but say that locally the situation is relieved.

J. N. Woollett, hardwood manager of the American Lumber & Manufacturing Company, is in the South again this week. His department is humping these days to make December come up to the totals of the previous months' sales, which will put the year's total at least 50 per cent above that of 1904.

The C. P. Caghey Lumber Company announces that it is having a big call for locust posts, chiefly for railroad fences. Many good oak orders are going the rounds, they say, but some of them are being figured too cheap to make it profitable to "get into the game." The Caghey Company has about finished cutting its tract of oak, hickory and cherry near Morganza, Pa., where it has put out over 300,000 feet of choice lumber this fall. Most of the cherry and walnut goes to local firms in the furniture business.

The Pittsburg Hardwood Floor Company, which represents the Interior Hardwood Company of Indianapolis in this city, has had a very satisfactory trade this fall. It uses nothing but quartered oak, the floors being five-sixteenths of an inch thick. Prices are about ten per cent higher than a year ago. All the flooring is shipped direct from Indianapolis to the company's big drying rooms in the Union Storage Company building. Here the company now has 75,000 feet of flooring.

I. F. Baisley of James I. M. Wilson & Co. is enthusiastic over the outlook for hardwood business in this city next year. He regards present conditions as extremely favorable. He thinks there will be a general increase in the price of hardwood. The local demand for hardwood is good, especially for oak. From the East comes a better inquiry than last year as the manufacturers are more active. Mr. Baisley looks for popularity in the list of quotations, while the market is still in the hands of the manufacturers.

facturers and builders are taking much more popular than three months ago. Cherry is going to the manufacturers in fair quantities and at good figures. James I. M. Wilson & Co. has recently taken some good orders for plain oak and are getting their full share of the hardwood business in general.

### Nashville.

Al E. Rand has just returned from a trip to Mexico, where he inspected a tract of land recently bought by him and his associates. The property in question is situated in the state of Durango, and formerly belonged to the estate of Dan Murphy, the rich California ranchman. The property was originally bought by Mr. Murphy for a ranch. The new purchasers will put up saw mills, however, and figure they will cut 6,000 feet to the acre. They paid \$1 an acre for the property.

The Harriman Hoe & Tool Company has been destroyed by fire at Harriman, Tenn., entailing a loss of \$50,000. More than 300,000 hoes and forks were consumed and 150 men were thrown out of employment. The fire originated by the dropping of a match into a vat of gasoline. The plant was insured and will be rebuilt at once.

The Ayer & Lord Tie Company has purchased about 12,500 acres of timber lands in Stewart county, Tenn., from the Bank of Commerce, Cleveland, Ohio. The purchase price was \$60,000. This tract is regarded as one of the finest in that section of the state. The new purchasers will erect saw mills and begin cutting in the near future.

The Nashville Transportation Company has sent a fleet of boats and barges up Cumberland river to bring down more than one million feet waiting along the course of the river from the head of navigation on down. Lumber dealers are hopeful that the rise will continue long enough to get down the timber they need. A rise at this season of the year is rather unusual as the high water generally begins after the first of the year.

The American Pencil Company has begun operations at Shelbyville, Tenn., employing a large force of men. The company is buying every stick of cedar timber offered, in addition to having purchased large tracts of cedar timber. Shelbyville now has two pencil stock factories and they are rapidly denuding the country of cedar.

The R. T. Moore Lumber Company of Birmingham has been placed in the hands of a receiver pending an investigation of the petition filed in the Federal Court to place it in involuntary bankruptcy. The Standard Oil Company is among the petitioning creditors. The company has an expensive plant and employs a number of men.

A freak of nature has been discovered in Glasgow, Ky., by Dave Buckner. Recently he cut down a red oak about eighteen inches in diameter and after splitting it open he found a horseshoe embedded in the heart of the solid trunk. A portion of the timber containing the embedded shoe was cut and placed on exhibition. Much speculation has been indulged in to figure out how the shoe got in the heart of a solid tree. The tree is estimated to be forty or fifty years of age.

Askin & Diocco's saw and planing mill has been destroyed at Union City, Tenn. Sparks from a passing engine are said to be responsible for the fire. The loss is about \$50,000, with \$2,000 insurance.

J. A. Wilkinson of Bristol has just closed a deal for 17,000,000 feet of timber along the Southern Railway. The purchase price was \$30,000.

### Buffalo.

Seaboard & Son are troubled by reports of a return of continued rains at Memphis, when they were going to get their sawmills up to

their best work in order to keep well supplied with oak lumber.

A. Miller is finding help scarce, as he is trying to get his stock of lumber into good shape for winter and at the same time take care of his cars of oak and poplar coming up from the South.

Manager Taylor of the Crosby & Beckley Company of Columbus, Ohio, is here looking after the old trade he enjoyed as a Buffalonian. He has a fine lot of lake hardwoods, especially birch, just landed at Tonawanda.

H. S. Jones of the Empire Lumber Company has gone south to look after affairs, mainly in Arkansas, where the company is selling both lumber and logs at satisfactory prices. F. W. Vetter will remain at the Buffalo office for a short time.

G. Elias & Bro. have been bringing down quite an amount of hemlock by lake and appear to have been fortunate in the venture, as there is talk of another advance in the price of Pennsylvania hemlock.

An inspection of the southern situation was lately made by H. F. and G. S. Taylor, who are anxious to see that the oak mill of Taylor & Crate in Mississippi should keep up its reputation of turning out only first class stuff.

The Hugh McLean Lumber Company finds that the demand for most hardwood lumber is better in the South just now than in the East, and is therefore pushing sales in that direction very actively.

O. E. Yeager is still getting cars of birch from Canada, which sells fast, along with chestnut and ash, which are coming in right along from the South.

I. N. Stewart & Bro. have a good stock of walnut as part of their yard stock, and are keeping up a supply of cherry, which sells as readily as ever.

A. W. Kreinheder lately made a short trip to the South, where he set in motion in this direction a lot of oak and chestnut from the company's Tennessee mills. He has looked over some new timber tracts on which he has options.

The handsome and convenient new office of the Buffalo Hardwood Lumber Company adds much to the completeness of the plant. The yard has been enlarged lately. The yard specialty is oak and it goes fast.

The Michigan lumbermen interested in the Buffalo Maple Flooring Company are getting together in a plan of handling the business on their own account. They announce that they have paid up all the other creditors. The factory is running strong and there is a good stock of lumber on hand.

### Saginaw Valley.

This is the time of the year when the lumberman begins to think of winding up the year's business, take an inventory and see where he is at by striking a balance. On the whole the year has been a fairly satisfactory one to the hardwood men. Of course, no one is entirely happy and the scarcity of cars has crippled dealers and manufacturers not a little. An idea of this car famine may be gained by the fact that one firm, W. D. Young & Co., has been as high as 100 cars short of enough to fill their shipping orders for the last month.

The maple flooring men have been very busy since last spring and the demand for that commodity has been exceptionally brisk and prices far better than they were in 1904. The outlook for continued activity in this commodity is also good. This will work off the large supplies of maple lumber that have been accumulated during the season. Log run maple has been somewhat unsatisfactory, yet manufacturers and dealers have been able to dispose of a good stock of it, and if the prices were not as good in proportion to the manufactured flooring as they should be, still they were not bad.



The Kneeland, Buell & Bigelow Company, operating the sawmill lately purchased from the Wylie & Buell Lumber Company, has contracted for all the lumber the mill will manufacture from this date to March 1, next, and at very satisfactory prices. Mr. Bigelow says the conditions in the hardwood industry are more satisfactory today than they have been in many months, and that there is more inquiry and the prices are fairly good. This firm and that of the Kneeland-Bigelow Company have set the pace at nearly 30,000,000 feet of hardwood the coming year and are operating a dozen logging camps at this time. Men are more plentiful for the woods but the quality of the labor is not as good as formerly, the proportion of inexperienced men being larger.

One feature of the industry which figures considerably in determining trade conditions is that the winter thus far has been mild, with no snow to speak of. The ground is not frozen and not much is being done in the woods. Operators say it is so soft that not much even can be done in skidding. This not only hampers the big concerns that operate the year through, but if these conditions continue it will keep many mill operators and farmers from cutting any timber at all. If they cannot haul the timber they will not cut it, and in the aggregate this will materially affect the total volume of the output and cannot but exert an influence upon the supply and probably the market.

The Saginaw Lumber Dealers' Association, which takes in all dealers in the valley as well as manufacturers, is to hold its annual meeting Tuesday, December 12, at the East Saginaw Club, Saginaw, and it will be followed by an informal dinner. Inasmuch as the year has been prosperous it is expected the members will carry the usual stock of good humor, and the event will be one to be remembered.

The Gale Lumber Company at West Branch is kicking vigorously owing to inability to get cars, the inconvenience crippling its business materially.

Wm. H. White & Co., at Boyne City, has reorganized with a capital of \$1,200,000. Twelve years ago this company was struggling for existence and today it is one of the strongest concerns in the state. The company promoted the construction of the railroad running from Boyne City to Gaylord and which is about ready to do business, having recently been constructed into Gaylord. It is intended to continue the road through to Alpena next year.

J. T. Wylie says the cooperage business is looking up materially. The firms with which he is connected operate four cooperage plants, two of which are operated the year through.

W. D. Young & Co. handle considerable hardwood lumber aside from flooring, and recently sold about sixty carloads for shipment outside.

Maple flooring manufacturers are securing contracts for stock for delivery during the winter and next summer. Local manufacturers have contracted for several million feet already for manufacture during the winter. The flooring industry is active, the demand continues satisfactory and but for the scarcity of cars business would be out of sight.

All of the large operators are in the woods and some hardwood logs are being shipped to the mills at Alpena. The Michigan Central railroad is bringing down over its Mackinaw division about 100 cars daily for the various concerns on its lines.

The schooner Harvey Bissell, loaded with 700,000 feet of hardwood lumber, from St. Ignace to Buffalo, went to pieces during the gale at Alpena last week and the greater portion of the cargo was lost.

Nearly all of the hardwood mills in the valley will be operated during the winter; in fact, the Gates mill is about the only one that will be idle. The Flood mill will start the first of the year with a stock to cut for W. D. Young & Co.

### Grand Rapids.

A. Gibbs of Traverse City, senior member of the Grand Rapids hardwood firm of Gibbs & Hall, with others in this city, spent a few days in Grand Rapids recently. He has installed an electric lighting plant at Kingsley, which is now in successful operation.

Ed. C. Allen, who operates a mill at South Allen, near Leroy, has returned from an extended trip to the Pacific coast. He expects to stock the mill this winter with hardwood and hemlock.

The forestry situation in Michigan was discussed by President Chas. W. Garfield of the state forestry commission before the state meeting of horticulturists held in this city Dec. 5. He was followed by Prof. James Satterlee of Lansing, who spoke of Pennsylvania's forests. The Michigan movement is gaining new converts every day.

The Hume-Bennett Lumber Company, with \$400,000 capital, of which \$300,000 has been paid in, has been organized by Muskegon and Grand Rapids capitalists. While incorporated in this state the company will do business in California, operating a sawmill, logging road, box factory and planing mill. The officers are as follows: President, Thomas Hume, Muskegon; vice-president and general manager, Ira B. Bennett, Fresno, Cal.; treasurer, George Hefferan, Grand Rapids; secretary, Geo. A. Hume, Muskegon. Messrs. Hume and Hefferan have gone to Fresno to look after the starting of operations.

Walter Stone has resigned his position as secretary and assistant treasurer of the J. F. Quigley Lumber & Land Company. His successor is H. L. Foster.

Muskegon's second bonus fund of \$100,000, used in inducing new industries to locate there, has been nearly exhausted and the directors of the Chamber of Commerce are in favor of raising a similar amount to be expended in a like manner. Four large factory buildings, to cost nearly \$100,000, are being erected and will be occupied next summer by the Brunswick-Balke-Collender Company of Chicago, giving employment to about 500 men.

Adrien Van Keulen, formerly with the Northwestern Cooperage & Lumber Company of Gladstone, has taken a position as bookkeeper with the Van Keulen & Wilkinson Lumber Company of Grand Rapids.

A. K. Williamson will rebuild his sawmill recently burned at Tanner, Manistee county.

John Nester, manager of the Nester Lumber Company of Baraga, was taken to Chicago recently by special train over the St. Paul road, to be treated for appendicitis.

Julius T. Hannah of Traverse City, in former years prominently identified with the lumber interests of northern Michigan, is dead. His estate will aggregate about \$2,000,000.

### Indianapolis.

The Charter Oak Handle & Lumber Company of Richmond, Ind., has been incorporated with a capital stock of \$25,000. The directors of the company are J. R. Grunstreet, Vernon D. Graves, John B. Elliott, Charles Ketch and James S. Taylor.

The Sandstrom Short-Turn Buggy Company of Indianapolis has been incorporated with a capital stock of \$50,000 to manufacture a "short-turn" buggy. The directors are Theodore Sandstrom, Clemens Vonnegut, Jr., Charles J. Schuh, William H. Sherry and Alfred F. Potts, all well-known in Indianapolis business circles.

A timber-growing project has recently been launched in Indiana by the Oakland City Land & Timber Company of Oakland City, articles of incorporation for which have just been filed. Secretary W. H. Freeman of the State Board of Forestry will supervise the work on the 400-acre tract of land in Orange

county, which has been purchased by the company. Various kinds of trees, such as hickory, black locust, chestnut and catalpa, will be cultivated on the land, after the plan of timber growing on the state forest reservation. The officers of the company are: J. W. Cockrum, president; H. W. Vedder, secretary, and W. T. Gallagan, treasurer.

The Nall-Wheeler Furniture Company of Evansville, Ind., with a capital stock of \$10,000, has been incorporated. Directors are Richard Nall and Elmer and Clarence Wheeler.

A grand ball, attended by a large number of people, marked the establishment of a chair factory at Milan, Ind., on Thanksgiving day. The plant was erected by John King and will be one of this little Hoosier town's important industries.

The sawmill owned by W. E. Talbert & Co. at Morris, Ind., was destroyed by fire on the night of Dec. 2, with a loss of about \$14,000. The origin of the fire is unknown. The company had \$5,000 insurance.

On the night of Dec. 2 the cabinet factory operated by Day & Cass at Greencastle, Ind., was destroyed by fire with an estimated loss of \$12,000, and only \$1,500 insurance.

James Smith, a pioneer manufacturer of Richmond, Ind., and the founder of the Richmond Coffin Company, died Nov. 25, at the age of eighty-two. He was born in Virginia and had lived in Richmond for half a century.

The plant of the Atwood Buggy Company, located at Albion, Ind., was entirely destroyed by fire Nov. 29. The loss was nearly \$25,000, only partly covered by insurance. The company was the most extensive manufacturing industry in the city. The fire also destroyed the stock yards of the Baltimore & Ohio railroad, located nearby.

### Milwaukee.

Some of the local firms are now engaging more men than they have for some time during the holidays. The C. A. Beck & Sons Company, for instance, now has 175 men on its pay roll, against 124 last year. The same is true of other firms which have been engaged in the manufacture of building material. The unprecedented demand for interior finish continues, and some of the employes of contractors are dubious as to whether they will be given time to eat their Christmas dinner. Mr. Beck asserts that there is a scarcity of some of the materials which are most in demand by builders, not only in Milwaukee but in the state and throughout the Northwest. Especially is this true of oak. The Wisconsin supply has proved to be totally inadequate to the demand and as a result it has been necessary to call upon the southern states. Southern oak does not come up to the Wisconsin standard and it commands a lower price.

Charles Tegge of the Tegge Lumber Company asserts that his firm has slackened its activity to some extent, in anticipation of the annual stock taking, but that as soon as this is accomplished activities will be renewed with added energy, and it is expected that the concern will have a record-breaking year. The inquiry, both local and outside, has been beyond expectations.

The Steinman Lumber Company, which is also the Hardwood Lumber Company, jobbers in all kinds of hardwoods, has orders ahead of unusual volume at this time of the year. A. H. Steinman of this concern admits that there is a slight depression at present but is convinced that it will be of exceptionally short duration and that before two weeks of the new year have elapsed the usual demand will be experienced. In fact, orders are now being booked, to be filled ahead.

This season has been remarkable for the conditions which have been experienced in the woods. According to C. J. Landeck of the Page & Landeck Lumber Company there has been absolutely no interruption in the work which has



been carried on by the loggers and they have been able to put in full time. There has been some snow, but it has been so slight that it has not interfered in any way with the hardwood harvest, which is now in full swing. The John R. Davis Lumber Company of Phillips, Wis., has been able to prosecute its operations with equal success and is thoroughly satisfied with the results so far obtained.

One feature of the lumbering business which is a source of much satisfaction is that the deer season is now over and those who desire can venture into the woods with safety.

W. S. Johnson, manager of the South Arm Lumber Company of Milwaukee has just returned from an extended trip through the East. He asserts that conditions in that section are very favorable. Concerning his own firm, he said that it had had all of the business it could handle during the present season, and that he looked forward to a year of exceeding prosperity.

### Bristol.

J. A. Wilkenson of Bristol has purchased about 17,000,000 feet of pine oak, poplar, walnut, etc., near Asheville, N. C. The stock is being cut as rapidly as possible and delivered to Mr. Wilkenson at Asheville. He is exporting almost the entire amount. Mr. Wilkenson is installing new machinery at his plant on Scranton street.

The Finney Manufacturing Company of Dyersburg, Ala., has installed a complete outfit of machinery for the manufacture of furniture. The company is backed by experienced furniture men and will doubtless prove a success.

The Catoloch Lumber Company will install a large band mill at Watersville, N. C., on an extensive tract of land owned by it at that place. The land consists of oak, poplar and walnut in large quantities.

The Laurel Fork Lumber Company, which recently closed out its timber land and sawmill holdings in Virginia, has, through its president, John M. McKee, purchased a large tract of timber land at Pigeon River, on the T. & N. C. R. R., and is preparing to install a large double band mill and other appurtenances necessary to operations on a large scale. The company is constructing a line of railroad six miles in length and will begin cutting timber for the new mill in about thirty days. The mill will be located at Watersville, N. C., as will also the general offices of the company.

The Russellville Manufacturing Company of Russellville, Ala., has just purchased a complete outfit of spoke machinery and has begun the operation of its spoke and hub factory with a large daily capacity.

George E. Davis, president of George E. Davis & Co. of this city, has returned from a trip through Virginia in the interest of his company, which is negotiating a deal for the purchase of a large tract of hardwood timber land.

The erection of the South & Western railway through this section to the south Atlantic coast, and the establishment of a competitive line with the Southern, V. & S. W. railway, etc., thereby, is a matter of much interest to shippers in this section. It has been practically decided that the South & Western will intersect the Southern about one mile east of Limestone, Tenn., and about 100 miles from Bristol. The South & Western will be built from the south Atlantic through Tennessee, North Carolina, South Carolina, Virginia and Kentucky to Ohio, and will connect up with the Ohio River, thereby making possible.

W. H. Bond, the well known traveling freight agent of the Southern Railway, was in Bristol last week. Speaking of business conditions generally in the region he said: "The business conditions in Tennessee, Virginia and North Carolina are represented by the hardwood cut. The cut is very good and will continue to be so for some time to come. The market is very good and will continue to be so for some time to come."

larger volume of business with railroad facilities capable of meeting their demands. Railroad traffic is a good index to business, and I think it undoubtedly points to a healthy state of business in this territory."

L. C. Hassinger of Pennsylvania has been spending the past fortnight inspecting the large boundaries of timber lands owned by his company in this region with a view of selecting a location for a large band mill which the Hassinger Lumber Company contemplates building. Mr. Hassinger's interests own some of the largest and finest tracts of timber lands in this section of Virginia and Tennessee and it is reported they will soon begin the manufacture of lumber on a large scale.

J. W. Kitchen of Vansant, Kitchen & Co., Ashland, Ky., and bride have been visiting in this section and at Mahan, W. Va.

Charles Hughes, representing Alfred Dobell & Co., a large lumber importing concern of Liverpool, is visiting the chief hardwood centers of the South in the interests of his company. Mr. Hughes is accompanied by his wife on the trip.

J. H. Bryan of the Bryan Lumber Company has returned from a business trip. Mr. Bryan reports good business, especially in foreign markets, with which his concern is dealing extensively.

The John T. Dixon Lumber Company of Elizabethton, Tenn., reports a heavy volume of business, adding that the demand for hardwood stock is somewhat in excess of supply.

### Cleveland.

E. I. French, for several years head of the hardwood department of the Robert H. Jenks Lumber Company, is now with W. A. Cool, Citizens building.

The King & Bartells Company will soon move their offices from the Citizens building to the Flats, where they will open a yard, carrying a line of hardwoods.

The M. B. Farrin Lumber Company, Cincinnati, has opened an office in Toledo, O.

The Warden Lumber & Manufacturing Company has been incorporated, capital stock \$100,000, and will manufacture interior finish. Work on the factory building has commenced.

B. F. Vansant, representing W. H. Dawkins Lumber Company, Ashland, Ky., called on the trade here last week. He reports the demand for poplar good, and prices advancing, especially firsts and seconds, which grade seems to be scarce.

Putnam & Savidge are now nicely located in their new offices in the Williamson building. They report business good.

The Cleveland Box Company is installing a new 250-horse power engine and a new horizontal resaw.

D. W. Miller, city salesman for the Robert H. Jenks Lumber Company, returned from Albuquerque, N. M., a few days ago, where he has been for the past few months for his health.

### Cincinnati.

The differences that have arisen between the M. B. Farrin Lumber Company and its foster concern, the National Chemical Company, have reached the courts again. Last week the Farrin Company filed three suits to recover on ten promissory notes given by the National Chemical Company, which aggregated \$54,683.11.

The T. H. Clark Company has increased its capital stock from \$50,000 to \$75,000. The company is located at Mt. Vernon.

T. J. Moffett of the Mabey Thompson & Moffett Co. was one of the speakers at the banquet on Dec. 6 given by the Cincinnati Associated Organization to boom this city. After the ban Mr. Moffett left for a week's visit to New York accompanied by Mrs. Moffett.

The Chamber of Commerce directors have passed a resolution asking the management

of the C. H. & D. Railroad to retain and continue A. H. McLeod in charge of its traffic department. Lumbermen favor his retainment also, as he has given them eminent satisfaction.

The annual election of officers of the Cincinnati Furniture Exchange will be held next week. Both the regulars and independents have agreed on Wm. J. Sextro for President. Many hardwood men are members of the association and three of the trade, B. A. Kipp, Wm. Duhlmeier, Jr., and Ernest Tuthill, are candidates for directors.

G. S. Stewart of W. H. & G. S. Stewart has returned from a hardwood buying trip through Kentucky and Tennessee.

Clinton Crane, head of C. Crane & Co., was in New York the early part of the month, combining business with pleasure.

The sawmills, real estate and hardwood stocks of R. E. Becker & Co., will be sold on Dec. 15 by Sanford Brown and George D. Harper, the receivers.

F. W. Mowbray of Mowbray & Robinson and T. B. Stone of T. B. Stone Lumber Company are in New York looking after business affairs.

Leland G. Banning of L. G. Banning & Co. is home from a visit to New York and other Eastern markets.

M. B. Farrin, president of the M. B. Farrin Lumber Company, has been appointed a member of the Ohio River Improvement Committee of the Business Men's Club to represent the lumber interests.

The Ohio & Tennessee Lumber Company of Alliance has been incorporated with \$50,000 capital by P. C. Ramsey, A. M. Haun, H. C. Stout, H. J. Pots and Henry Shaffer.

The building inspector's monthly report shows that permits for improvements valued at \$615,035 were issued during November, against \$370,360 for the corresponding period last year.

The W. S. Pulse Lumber Company of Mount Orab, Ohio, has secured a tract of land in Evanston, a Cincinnati suburb, and will move there as soon as a plant is constructed. The Pulse company is composed of Frank Durrell and Chas. W. Scott of this city and Walter S. Pulse of Mount Orab.

The sawmill and yards of the J. W. Walker Company at Mount Vernon were destroyed by fire the early part of December.

The Southern Wheel Stock Company is a new concern at Ironton, Ohio, which is composed of F. E. Diederich, W. A. Murdock, W. F. Phillips and K. A. Miller. It has a capital of \$10,000.

The Short Leaf Lumber Company of Youngstown, capital \$150,000, has been organized by J. W. Hulse, W. R. Beard, W. Weller, T. B. Van Alstine and M. G. Norton.

Heavy rains throughout northern Kentucky the early part of this month caused a rapid rise in the Licking river, and a heavy loss to some lumbermen and owners of floating property. A timber raft belonging to C. Crane & Co. of this city was torn loose but recaptured below Cincinnati.

The dry kiln sheds and lumber belonging to the Leon Stave Works at Leon, Ky., were destroyed by fire last week, causing a loss of \$25,000, on which there was no insurance.

The Cincinnati Planing Mill & Dry Kiln Company is the name of a new institution which has established a plant at 1047-1069 Summers street and the C. H. & D. tracks, for the purpose of doing commercial work for local dealers.

### Chattanooga.

The Loomis & Hart Manufacturing Company has been closed for two weeks making repairs. It has logs in the river for another month's run, and now that the rainy season is approaching it is safe to count on get-



ting a limited supply of logs during December. Following the usual rule of tides in the river, no high water can be expected before the middle of January or 1st of February. The year 1905 will be a banner year for Chattanooga in all lines. The boom in real estate is the greatest during any year since 1890, and in the way of building operations 1905 is unsurpassed. The bank deposits on this date are the greatest in the history of the city, and the postoffice receipts show an increase perhaps the largest in proportion to the size of the city of any first-class office south of the Ohio river.

The Willingham Lumber Company has recently erected two large dry sheds and has also installed a new sawmill at Steele's, Ala., making in all four large mills which are operated by the company. The new mill has a capacity of 20,000 feet per day.

W. M. Fowler, treasurer of the Case Lumber Company of this city and president of the Fowler-Personett Lumber Company of Birmingham, Ala., recently returned from a trip to Birmingham.

M. M. Erb, vice president of the Case Lumber Company, recently returned from a business trip to Atlanta.

Ferd Brenner, president of the Ferd Brenner Lumber Company, spent several days at the Norfolk, Va., plant recently.

George L. Smith, surveyor general of the National Hardwood Lumber Association, with headquarters in Indianapolis, passed through this city on his way from New Orleans, where he employed Charles E. McSmith as salaried deputy inspector.

#### St. Louis.

W. D. Reeves, the well-known hardwood manufacturer of Helena, Ark., passed through the city the other day on his way home from Philadelphia, whither he had gone in the hope of saving the life of a fellow lumberman in his section.

The new yard of the Mosberger-O'Reilly Lumber Company, at the Terminal tracks and Bulwer avenue, will be well stocked with lumber shortly, cypress being a special feature of the large stocks which will be carried at that point. The office building will be a model of neatness and convenience.

An order for 30,000 buggy bodies was recently placed by the Banner Buggy Company of this city with the Pewitsky & Collins Carriage Woodwork Company, who will have to run overtime to get them out in the time specified.

Capt. C. F. Liebke has been taking a hand in the fight against the exorbitant St. Louis bridge tolls, and as the principal officer of the Lumbermen's Exchange he has made strong points in showing the Municipal Bridge and Terminal Commission how the discriminations have injured the lumber business in this section. In his communication to this commission he made the following statements:

"By the bridge arbitrary we are compelled to pay 1½c per cwt. on all shipments to and from points east and north.

"This 1½c per cwt., which figures from 75c to \$1.00 per thousand feet, makes a great discrimination in freight rates against St. Louis.

"As illustrations I mention the following rates:

"The rate on lumber from St. Louis to Sioux Rapids, Ia., is 18½c, while from Cairo, Ill.—149 miles south of St. Louis—it is the same.

"To Toronto, Can., it is 20c from St. Louis and only 19c from Cairo.

"To points east of Buffalo the rate is 2c per cwt. in favor of Cairo and Memphis in addition to the 1½c bridge arbitrary.

"With this 1½c rate removed our lumbermen would be placed in position to compete with Cairo, Memphis and other competing

points on all business to and from the north and east."

Capt. Liebke also forcibly brought before the commission the poor terminal switching facilities afforded St. Louis and the exorbitant charges made; also the bill of lading difficulty with roads having no St. Louis termini.

#### Memphis.

There was a very lively meeting of the Lumbermen's Club of Memphis a few days ago at which the subject of alleged unjust discrimination against lumber interests on the part of the railroads of this section was discussed. It was claimed that the railroads are taking all their flat cars into Louisiana for the handling of sugar shipments and that there are very few available for the handling of logs into Memphis. It was further asserted that station agents at some points have been given instructions to use all box cars for the handling of cotton shipments instead of lumber. A strong committee was appointed to confer with the railroads and see if some relief could not be had. This committee has already called upon Superintendent W. S. King of the Yazoo & Mississippi Valley Railroad Company, but has made no report of its findings nor has it made public any of its recommendations. There will be a meeting of the Lumbermen's Club at the end of the current week and at that time the committee will give its report, together with such recommendations as it may have prepared.

T. B. Allen of T. B. Allen & Co., who has removed from Memphis to Galveston, has been elected an honorary member of the Lumbermen's Club of Memphis. The following new members have been received: J. S. Dickson and U. S. Lambert of the Green River Lumber Company and H. M. Kramer of C. & W. Kramer, Prineedale, Ark.

The great difficulty in securing cars for handling log shipments into Memphis has caused some of the mills to shut down temporarily, while most of them are handicapped to a considerable extent. One prominent lumberman, in discussing the situation, said that in time he believed it would be necessary for lumbermen to own their own cars and leave only the handling of them to the railroads. This question, however, has two sides and there are some obstacles, in the opinion of traffic men, that may make even this solution of the trouble impossible.

Elliott Lang, whose resignation as secretary and traffic manager of the National Lumber Exporters' Association was announced in the last issue of the HARDWOOD RECORD, will, after Jan. 1, be connected in an important capacity with R. J. Darnell, Inc., a prominent export lumber firm of this city. The association has so far given out nothing with reference to its plans regarding the choice of a successor. A recent Memphis visitor was George L. Smith, surveyor general of the National Hardwood Lumber Association, with headquarters at Indianapolis, Ind. While here he secured six new members for the association, thus showing himself an effective worker in that direction.

A prominent exporter, in discussing the foreign situation in regard to quarter-sawn oak, says there is a good demand for thin stock, in both red and white, but that little success is encountered in handling stock one inch or thicker. The same statement applies in a measure to gum.

The W. E. Smith Lumber Company reports a further improvement in the demand for all grades of cottonwood, the production is limited, the visible supply restricted, the demand of increasing proportions and prices showing improvement.

Joe Cabell, southern freight agent of the

Baltimore & Ohio Southwestern here for some years and one of the most popular of railroad officials in lumber circles, has tendered his resignation and gone to New Orleans, where he will have his headquarters as traffic manager of the Mexican & American Steamship Company. He is succeeded here by W. W. Blakesly, commercial freight agent of the Baltimore & Ohio Southwestern at Louisville, Ky. Lumbermen generally express regret at the resignation of Mr. Cabell, who has been a prominent figure in all the movements of local lumbermen.

Max Sondheimer, president of the E. Sondheimer Company and a member of the committee appointed by the Lumbermen's Club to take up the car shortage with the railroads, says there has been some improvement in the car situation of late, a number of points reporting a sufficient number of cars. He says, however, that he has information regarding the prospective movement of grain from the West and Northwest to the gulf ports that leads to the belief that this relief will be only temporary.

R. J. Darnell, Inc., is connecting tramways with the main line of the road on which its timber holdings lie and it is expected that this will greatly facilitate the loading of cars and the handling of timber.

The Ayer & Lord Tie Company has purchased a tract of 12,500 acres of hardwood timber lands in Stewart county, Tennessee, paying therefor \$60,000. The land was bought from a banking company of Cleveland, O. The timber will be used for the manufacture of cross ties, and work of development will be begun immediately. The tract in question is one of the largest and most extensive in Stewart county.

J. W. McClure of Thompson & McClure reports a good demand for hardwood lumber and says he believes in higher prices as buyers are becoming anxious about the pronounced scarcity of hardwood lumber in the South. As giving some idea of the number of buyers now seeking lumber in Mississippi, he says he is reliably informed that there were forty buyers counted in a single day recently at Tutwiler, Miss.

#### Minneapolis.

Building operations in Minneapolis have been curtailed by cold weather, but a great deal of interior work is going on, and sash and door factories are still busy turning out special work in doors, windows and interior finish. Records of the building inspector show that the value of work put under way this year is 40 per cent greater than that of 1904. The eleven months of the present year that have elapsed have produced a grand total of permits valued at \$9,534,119. The record for the entire year of 1904 was only \$6,701,965, and that was considered a good building year.

W. H. Sill of the Minneapolis Lumber Company spent the greater part of last week in Chicago, Milwaukee and other cities, and was unable to attend the annual meeting of the Northwestern Hardwood Lumbermen's Association, of which he is vice president. P. R. Hamilton of the same company returned this week from a business trip to Ruby, Wis., the location of the Ruby Lumber Company.

A. F. Hein of Tony, Wis., of the well-known hardwood and cooperage manufacturing concern, the John Hein Lumber Company, was a business visitor in Minneapolis last week. A. M. Paulson of Paulson Bros., Luck, Wis., was also here looking into market conditions.

E. Payson Smith of the E. Payson Smith Lumber Company reports that his concern is enjoying a very satisfactory demand for both northern and southern stock, and that the demand from the railroads for oak ties is at present a leading feature of the trade.



Frederick H. Barnard, president of the Barnard-Cope Manufacturing Company, prominent furniture manufacturers of this city, died at his home, Nov. 28, of pleuro-pneumonia. He leaves a widow and two young sons. One brother, A. H. Barnard, is senior member of the firm of Barnard & Strickland, well-known wholesale dealers. F. H. Barnard was the oldest son of Thomas G. Barnard, founder of the business, and still living in Los Angeles. He was born in Maine in 1857, and was brought by his parents to this city two years later. He grew up in the furniture factory and became his father's right hand man. In 1884 he succeeded to its active management, and for twenty-one years has devoted himself to the business. He was weakened by overwork and unable to withstand the ravages of the disease.

#### Louisville.

"Never again," said F. M. Platter of the North Vernon Pump & Lumber Company, "will I tackle an order for clear oak dimension stock of any great size." This assertion was made in relating an experience Mr. Platter once had in cutting some 486-20 clear oak. He got the price he asked for the stock, and it was a good fat price, too, but by the time he had accumulated a carload of this class of material he was ready to swear off for all time, no matter what price might be offered. He says it is all right to cut clear oak in small dimension stock, but even then the price should be the same as firsts and seconds for such small material as is used by chair and furniture factories. To make the price for small dimension on the basis of No. 1 common he thinks is putting it too low, and yet small dimension is frequently sold below that figure to-day. Speaking of business at their new mill here, Mr. Platter reports a shortage of logs at present, but expects to overcome this in the course of a week or so, having made arrangements for a supply which he hopes will keep the mill running reasonably steady. The company contemplates putting in an oak flooring plant in connection with an oak sawmill here, but this is not definitely settled. If these additions are made the plant here will be fully as important as that at North Vernon, and will necessitate one member of the firm being here practically all the time. The North Vernon Pump & Lumber Company's specialty here is plain and quarter-sawed oak. Trade is good with this company, and the outlook very bright.

D. E. Kline of the Louisville Veneer Mills reports a good volume of business for his concern in veneer panels this year and says the only fault with the veneer trade is that prices are too low. The Louisville Veneer Mills manufacture rotary cut, slice cut and quarter sawed veneers from a great variety of woods and have a very extensive built-up department where they make veneer panels with oak, mahogany, walnut or any kind of face wood desired. The heaviest volume of business this year has been oak face, plain and quartered.

The Kentucky Veneer Works is best known to the trade as a manufacturer of quarter-sawed oak veneer. During the past year, however, this concern has installed rotary cutting machinery and is now making rotary cut veneer of all varieties of woods in addition to quarter-sawed oak. No built-up work is done, all this veneer being sold single ply, the firm catering especially to furniture manufacturers.

E. L. Edwards of Boston, Mass. was in town recently conferring with railway people on the subject of cars. He has had great difficulty in getting cars to make shipments from the mills in the eastern part of the

state, and is now appealing direct to the rail-ways for relief.

What worries R. L. Thomas of the Ford Lumber & Manufacturing Company, Ford Ky., most is to be called on to meet some fellow's prices on poplar when he feels that such prices can be lower than his only because the grade is lower, although it has the same name. The Ford Lumber & Manufacturing Company has the reputation of furnishing the cleanest grades in the trade here, and it will not depart from this high standard for the sake of making prices a dollar lower.

Charles S. Lyons, Junction City, Ky., representing Castisch Bros., Union City, Tenn., called on the trade in Louisville recently. He carried with him some very nice orders for hardwoods.

Louisville veneer manufacturers attended a meeting at Cincinnati, Nov. 28, where preliminary work was done toward the forming of a national association of veneer manufacturers. D. E. Kline of the Louisville Veneer Mills was elected temporary chairman of the association. A permanent national association will undoubtedly be formed at a meeting which is to be held at Chicago Dec. 19 and 20.

#### London.

The following is a letter from the Timber Trades Federation of the United Kingdom, London, dated Nov. 21, and is the proposed basis of an agreement between the London section of the Timber Trades Federation of the United Kingdom and the London and East India Docks Company for the measurement of American sawn lumber and sawn mahogany. These regulations were originally formulated and agreed upon July 1, 1902, and the amendments embraced in the document were made in October of this year. It is anticipated that they will be adopted so far as the Docks Company is concerned.

In these regulations the term "lumber" embraces boards, planks and scantlings cut from the following: Ash, basswood, black walnut, cedar, cherry, chestnut, cottonwood, elm, hickory, holly, maple, mahogany, oak, poplar, satin walnut, sycamore and other hardwoods.

1. The measurement of lumber shall be ascertained by the "American board measure rule," but with the odd feet in the lengths marked.

2. No allowances are to be made for defects.

3. The contents shall be returned in superficial feet, all fractions of three-quarters of a foot or over to be reckoned the next foot; all fractions of less than three-quarters of a foot shall be disregarded.

Example: (A) A board measuring 12 feet long by 12½ inches wide to be called 12 feet.

(B) A board measuring 12 feet long by 15¾ inches wide to be called 16 feet.

4. All lumber must be full thickness and shall be measured as follows:

Under one inch to one-eighth of an inch.

One inch, and one and a quarter inch separately.

One and a half and up, to the half inch.

5. The lengths shall be taken to the full foot only, odd inches to be disregarded, excepting stocks cut to special dimensions.

A board measuring 12 feet 11 inches must be returned as 12 feet, and a board measuring 13 feet 11 inches as 13 feet, and so on.

6. In ascertaining the measurement of tapering boards and planks the same shall be taken as regards width at the narrow end.

7. The Docks Company shall return planed lumber as actual size.

Example: (A) Planed to ¾ inch.

(B) Planed to ½ inch, and so on.

8. All thicknesses to be piled and returned separately. In cases where the piles are stowed one upon another they shall be so shown on the Docks Company's return.

9. When wood is piled in widths, the width shall be returned in quarters of an inch up to and including 6 inches; over 6 inches all fractions of an inch shall be disregarded.

10. When lumber is stack-piled at reduced rates, the Docks Company will not be required to show the widths unless specially requested to do so, in which case a charge will not be made for returning the widths of planks 2 inches and upwards, but may be made for smaller pieces of planks, boards, scantlings, etc.

11. In the absence of special instructions from the owners, or agents of the goods, the quantity in a stack-pile is to be regulated by the description and thicknesses of the wood; say:

800 superficial feet of 1-inch oak.

1,000 superficial feet of 1-inch walnut.

1,200 superficial feet of 1-inch whitewood.

Other descriptions and thicknesses of wood to be in about the same proportion.

N. B.—Any lumber and sawn mahogany not measured under these regulations will be so notified on the landing and measuring returns.

The following interpretations of Regulations 3 and 9 were agreed to:

Rule 3. All lumber of 1 inch or under to be returned in superficial feet of its thickness. All 1½ inch and up planks to be returned in superficial measurements of 1 inch thick.

Rule 9. The breadth column to be headed as "about"; all parts of an inch up to and including half to be disregarded, and over half to be called the next inch. This only refers to breadths over 6 inches.

The failure of Joseph Wilkinson, a timber merchant of London, has caught a number of prominent concerns of London, Liverpool and Glasgow, and has had its effect on business. The liabilities are £7,973 and assets £2,619. Following is a list of the principal creditors:

Ritter Lumber Co., Liverpool	£1,850
Irvin & Sellers, Liverpool	855
I. Kennedy & Co., London	853
Cobbett & Co., London	687
Wright, Graham & Co., Glasgow	570
T. Edwards & Son, London	462
I. Webster & Brother, Liverpool	420
C. G. Jones, London	400
Gellibrand, Heywood & Co., London	365
Rest & Co., London	318

An offer of 10s on the pound has been made and is being considered by the creditors.

Lewis Foster, secretary of the Hardwood Manufacturers' Association of the United States, is on a visit to England, and opinions are being exchanged with people who handle hardwoods.

S. Rubenstein of the Great Eastern Timber Company has started for his second trip to hardwood centers.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

#### Chicago.

The hardwood trade still holds up remarkably good among Chicago manufacturers and wholesalers. It is the consensus of opinion that the month of December will involve sales larger

than have been experienced by the Chicago trade during the corresponding month for many years. The scramble still continues for plain oak. Every consumer seems to be in the market for it, and there is not enough to go around, and no prospect of future supplies to cut into in-



terior finish and furniture until late next spring. Notwithstanding the setback occasioned by last summer's teamsters' strike, the year's total business of the Chicago contingent is going to be very satisfactory. The local poplar market has improved materially within the past month and the call for both gum and cottonwood is manifestly increased.

#### Boston.

The chief cause of complaint among the manufacturers and wholesalers is the car famine, which instead of growing better has become worse. With some roads it is a shortage of engines, while with others it is lack of cars. Consumers of hardwoods are busy and as they have not been carrying large stocks, they feel the delay in shipment.

There has been a very fair demand for plain oak and prices are a little firmer than they were. One-inch is now quoted at \$51 to \$53 and one dealer claims that he has sold at \$55. The yards are not carrying large stocks. There is a small supply of 1 1/4, 1 1/2, 2, 3 and 4-inch on spot. Quartered oak is moving in a very fair way. Prices vary according to the manufacturer. Quotations for 1-inch are given as high as \$82 and as low as \$72, but not confirmed. The ruling quotations for business, however, are \$76 to \$78. Brown ash is in good demand, but offerings are not large. It is held at \$50 for 1-inch. White ash is moving in a moderate way at \$45. Chestnut is in good demand. Very little New England wood is being received. Prices rule steady.

Conflicting reports are heard regarding maple flooring. The list price has not changed from \$39 for 2 1/4-inch face clear, but not everyone is holding up to this price. A leading wholesaler says that his salesmen in visiting their trade bring home reports of frequent and extensive price cutting. Rough maple is in fair call. The demand for Wisconsin red birch is not brisk. It is quoted at \$52 to \$55. Hard maple is attracting a fair volume of new business. Red gum has not as yet become popular. Certain mills can now produce thin and narrow stock so that they can recommend it, but the samples of 1-inch stock shown in this market warp more or less.

The volume of new business reported for No. 1 and 2 whitewood has been small. Buyers will not take on more stock than they need, as they feel that keeping out of the market will influence prices. Nos. 1 and 2 1-inch cypress is still quoted at \$45.50. Stocks of dry cypress are reported as small and the demand is fair. Deliveries are not free.

#### New York.

The demand for hardwood lumber in this district continues very fair for this season of the year and prices are well maintained. Birch, oak and ash are still short in supply, but stocks of other hardwoods seem ample for current wants. The manufacturing trade, particularly furniture and piano, are the heaviest buyers, owing to the approaching holidays. The yards seem to be entering the winter season with a very good assortment of stock, and while this would seem to indicate that buying in that direction is not particularly promising, it is nevertheless a fact that the demand is generally fair, embracing all lines of the trade.

In the wholesale market the general trend of the trade seems to be toward mill points and to get fixed up on next year's supplies. A number of contracts have already been placed at mill points for next season's delivery, and conditions indicate a firm and advanced hardwood market from now until spring.

The leaders in demand at the present time are still plain oak, ash and chestnut, and prices are well maintained. Poplar is also holding its own and moving in increasing volume. In view of current reports from the mills an early advance in prices would not come as a surprise.

Masswood has also improved, and while the demand for maple is fair there seems to be a little more than enough stock, which inclines sellers to make concessions.

#### Philadelphia.

Hardwood dealers of the Quaker City are enjoying the same prosperity that is general throughout the lumber trade. Prices are firm and the active demand includes all varieties of hardwoods. The outlook is good for a heavy business throughout the winter. Not only wholesalers and manufacturers but retailers are also participating in the business boom. The only cloud on the horizon is the car shortage.

#### Nashville.

Nashville lumbermen are now experiencing the busiest times in all their career. Every lumber plant in the city is crowded with orders, both local and foreign, and the mills are all behind in their work. The building boom that has been on here for some time, together with the general prosperity prevailing in all directions, combine to make business as good as could be desired for the Nashville market. The car shortage at this time is worrying dealers, however, for it is next to impossible to secure cars anywhere except in the larger cities. Intermediate shipping points are suffering for lack of them. Much new lumber is expected in the next few days on the tide which has just come down the Cumberland.

Orders for plain oak continue unabated and that old reliable product remains firm. A better demand is noted for quartered oak. The demand for poplar is fair. Chestnut and ash are scarce and can hardly be bought at any price. A lot of red cedar is looked for in the next few days from up the river.

#### Baltimore.

No change of consequence has developed in the hardwood trade of this section. The demand for all stocks is active and mills are loaded up with orders. Values rule high, except for common grades, the supplies of lower grades being ample for the requirements of the local market. The better grades, however, are by no means plentiful; in fact, the distribution would doubtless be greater but for the scarcity of stocks and the shortage of cars. Good dry oak is eagerly sought by manufacturers of furniture and interior work. Ash is in an equally spirited state, stocks are freely taken and there is no surplus lumber available at the mills. Now, when the weather is becoming less favorable for the operation of plants and the inquiry seems to increase, the trend of values appears to be still higher, a lively competition being reported from all milling centers. Chestnut is also moving freely, as are other woods in general use. The local demand for mahogany continues active. Even walnut has of late made decided gains in public favor. Some furniture is being made of this wood and prices have stiffened somewhat. Poplar alone does not appear to participate in this bullish tendency, the demand being rather sluggish and prices relatively lower.

There is not much that is favorable to be said about the foreign situation. Stocks are fairly large, and while the demand halts, consumers are reluctant to meet the prices which the American exporters must ask if they are to come out ahead on transactions. It is not easy to bring the buyer and the seller together, and as a consequence quiet prevails in the trade. There appears to be no scarcity of stocks at different points in the United Kingdom and on the continent. Evidently mill men are not wanting who think they can make profits when experienced exporters find it impossible to do so. Much complaint is heard about unsatisfactory returns from shipments, the foreign broker taking advantage of every pretext to throw out planks as below

grade and thereby beat down the aggregate price on the shipment. Ocean freight rates are low enough to encourage shipments, and steamship lines show a disposition to take all the planks and logs offered.

#### Pittsburg.

In the language of a prominent hardwood dealer, "The hardwood business in Greater Pittsburg is in mighty good shape." This means that prices are still tending upward and every advance is well sustained by the demand for lumber. It means that money is plenty both for building operations and general business purposes and as a result buyers are not disposed to quibble over prices, which allows the wholesalers the chance of getting a figure often above list, which is amply justified by present conditions. It means that collections are good. It means that the outlook for next year's business is exceedingly bright and that in order to prepare for this trade local firms are enlarging their facilities for producing and distributing lumber. And it means more than all that the hardwood wholesalers of Pittsburg are more firmly united than ever before and that they are working toward a uniformity of interests that bodes good to the trade.

Conditions have not changed materially in the last two weeks. The near approach of the new year is to be noted in the slight falling off in orders due to the fact that some firms have already started to take stock and make the year's settlements. The yards are not buying heavily, but have a fair supply of lumber on hand considering the season. The amount of building under way or just started shows that they are likely to have a good trade in bill stuff all winter. There is a very good call for hardwood interior finish and especially for flooring. In other lines of building lumber the demand is falling off owing to the late cold weather. Lath and shingles are still almost unobtainable in Pittsburg—a condition which has existed here for three months. Good stock in either brings the seller's own price, for lath especially are badly wanted in this market.

The matter of prices on lumber is causing no little discussion. Wholesalers in general think that the present quotations are none too high and back up their opinions by letters received from hardwood centers which show that stocks are low and badly broken and that the mills are over crowded with work.

There is every indication that poplar will advance in price soon after the first of the year, if not sooner. Advices from the South indicate that conditions there justify such an advance and dealers here believe that it is time to stop the persecution on poplar due to the big jump in prices a few years ago. It is certain that the wood is coming into much greater favor in Pittsburg and the amount sold here this year will be largely in excess of any previous year.

The manufacturers are taking a large amount of hardwood just now in the furniture, coffin, carriage, automobile, wagon, handle and spoke trade. The factories are all running nights and Sundays to keep up with the wonderful flow of orders and most of them are ordering liberally for next year's consumption so as to have the lumber dry in time for use. The railroad and street railway companies are taking less lumber, notably ties and poles, than two weeks ago and there is a diminution in the amount of heavy construction timber being sold. Aside from these changes, which are due to the time of year, the demand for hardwood is fully as good as one month ago.

#### Buffalo.

The general report from the hardwood yards favors a good run of business all winter, though it can not be said that the various sorts of hardwood are pulling together any better than they were. The demand for chestnut has been so active all fall that stocks in the yards here are badly depleted, and only



replenished by arrivals by rail from the South. Dealers who have any quantity of it feel quite adequate.

There is some complaint of the accumulation of various low grades of hardwood for which there is not quite the use that is sometimes found. It is also claimed that prices of most hardwoods are too low and there is no prospect of advance right away. Some dealers say this is because the producer and jobber are too easy in their prices, but it is difficult to fight against white and yellow pine when they are wanted so badly at steadily increasing prices. It is claimed that a rush in pine is followed by corresponding activity in hardwood, so next year ought to show more movement than has been the case lately.

Oak is a good seller but there is no change of account to be noted in either plain or quartered. Ash and birch hold a leading place in the market and some dealers are selling elm, but maple and basswood are slack, maple selling in more quantity than basswood, but at no higher prices. Cypress will always sell well while it is lower than white pine. Poplar is doing better than for some time, but is rather quiet. Prices are not very strong. It does not appear that hardwood stocks from the South will come in very fast, as cars are very scarce and the weather bad, so that the plan should be to hold all lumber at a good price. All southern hardwoods are reported active.

#### Saginaw Valley.

The hardwood market isn't rushing, but it is in better form than it has been before this season, and that is something to its credit when it is taken into account that business just now is settling down for the holiday season and the close of the year is at hand. There is quite a demand for maple and a number of large contracts for stock for future delivery have been made. Prices for this commodity are also fairly satisfactory. Oak and ash have had a good season this year and are just as much in demand as ever, with good prices obtainable. Dealers are carrying very good stocks of maple, beech and basswood and the latter is doing much better than it did earlier in the year. Not much activity is expected, however, until after the beginning of the year, and the car tie-up materially hinders the shipment of lumber. There has never been a time when the scarcity of cars was so acute in this valley in the lumber trade. Beech, elm and birch are not in large supply, but there is more inquiry for them for future wants than has been the case in some time, and the prospects for the trade all along the line are much more satisfactory than they have been.

#### Grand Rapids.

The car situation is improving and, on the whole, this can also be said of the hardwood market. Four-quarter basswood, elm and thick maple are moving slowly, though some improvement is noted. Birch seems to be in better demand, while oak and ash continue active. According to the present outlook dry stocks will be well cleaned up by the first of the year. Some of the dealers in Michigan have been carrying a good stock of coast trade.

#### Milwaukee.

While admitting that it is time for the usual holiday depression in business, Milwaukee dealers are not altogether discouraged, so far as is reported, are unwilling to admit that there will be a sharp drop in prices. They assert that the demand is now at a rather low volume to warrant the prediction that they will be kept busy and that after the new year they will be in a position to meet the orders to catch up with the orders which may have

While some of the local jobbers are inclined to complain over the margins they obtain, the majority of the hardwood men in this section of the state say they are getting all out of the business that existing conditions warrant. There is a shortage in some kinds of material, notably oak and maple, and this is responsible for prices which rule above the range of the ordinary consumer. But in other kinds of material, where there is a proportion between the supply and demand, the conditions are such that there is little complaint on either side.

Wisconsin purchasers of hardwood lumber have come to realize that the timber supply of the state is limited. With the onward march of the settler the felling of the forests has kept pace and the pine and other soft woods which were easily disposed of at a good profit have been cleared away. But the task of "harvesting" the hardwood and turning it into marketable material has been a more arduous one, and as a result timber that was wasted or burned with the slashings a few years ago is now being turned to account. It is conceded that this state is still in the hardwood field as a producer as well as a consumer, but as the supply of timber nears an end it is being husbanded more carefully, with the result that it is becoming more scarce and there are more of the poorer grades on the market. Those who are close to the situation assert that there is no cause for alarm and that Wisconsin will be a hardwood state for twenty years to come, but it is believed that the quality of local timber will gradually decrease and that the prices will advance in corresponding degree.

Just now there is little in the hardwood line that is a drag on the market. Anything that will pass the scaler as hardwood is snapped up greedily and while the jobbers have been cutting down their stock intentionally, at the same time they have found that the demand has made this not a difficult process of elimination.

It was expected that the opening of this week would bring about an end to the car shortage, but this is not the case. Many of the shippers report that they are still behind with their orders and that they expect to be for several weeks to come, at least until all the western wheat crop has been sent to the seaboard.

Prices are firm in all lines, inquiry is strong and there is a general optimistic feeling in the business throughout the state.

#### Bristol.

The situation here remains unchanged and lumbermen are still expecting a heavy winter and spring business. The mills are all very busy, and as far as permissible on account of recent wet weather are operating steadily. A matter of the most serious concern here is the car shortage, which has practically shut some concerns out of their shipping altogether. On the side lines it is almost impossible to get cars, and it is feared the conditions will not be relieved before they have been far-reaching in their damaging consequences.

#### Cincinnati.

The hardwood situation during the past two weeks has been highly satisfactory. Owing to the approach of stock-taking time it was feared by some members of the trade that there would be a falling-off in the demand, but on the contrary, it appears that orders are increasing. The fear that there will soon be a decided shrinkage in stocks and that the difficulty in obtaining sufficient freight cars to ship will increase has caused consumers to purchase on a liberal scale so as to be prepared for whatever happens. In the last fortnight plain oak surrendered its position as the leading seller to ash, which was in special request from carriage manufacturers. Thick ash has sold more readily than inch, but the latter was not regarded by any means as being in a position to continue active

as previously and the same may be said of plain white in desirable grades. Prices have been sustained on a very firm basis. Quarter-sawn oak has held its own. Poplar, in the higher grades, continued its gradual improvement at strong values. Common was moderately free in movement at old figures. Cottonwood stocks are decreasing and show a hardening tendency under a brisk demand from box manufacturers. Red gum requirements have been urgent and this wood has maintained its position. Chestnut and birch remain firm and are eagerly sought.

#### Chattanooga.

There is a decided improvement in the demand for lumber in this market. The extensive building in Chattanooga and vicinity has given local planing mills the busiest year that they have ever had. Prices are well maintained on all hardwoods.

The supply of oak continues unusually short, and the demand exceptionally good. There are constant inquiries for high grade oak that mills and dealers cannot fill for want of stock.

The mills here handling river logs are all shut down waiting a rise to bring in more timber. Before this new stock is dry enough to ship the old stock will be exhausted. There are several mills here running very largely on logs brought in by rail which are kept busy all through the season, but their stocks are being exhausted just as rapidly as they become marketable.

In the way of chestnut of high grade there is nothing in the market of any consequence. Sound wormy chestnut is moving more rapidly than at any time during the past three years. Casket manufacturers are the largest buyers of this grade of lumber and are now placing orders to provide for their wants during the winter months.

High grade poplar is very scarce. There is practically no No. 1 common poplar in the city except a limited supply of 1-inch. There is probably not a carload of box boards in any one yard in the city.

If indications as they appear now to those familiar with lumber conditions are to be taken as a criterion, it is safe to predict not only a great scarcity of lumber during the next few months, but a considerable advance in prices.

#### St. Louis.

With the coming of December a slight falling off in business is expected, but up to this time such has not been the case in this market. There is an excellent demand for nearly all hardwoods, at somewhat better prices than have ruled in transactions closed late in November. Stocks are badly broken in many instances, and anxious buyers are more eager to get what they require than to haggle over a slight difference in price.

Main oak is still in active demand, and the mounds made on stocks in dealers' hands have been heavy, until now some anxiety is felt as to where future supplies will be obtained. Quartered oak has shown some improvement, and a few nice orders for it are reported, with indications that the early future will show a more active call for it than for several weeks past. Ash is in pretty good demand at well sustained prices. Poplar has lost none of its hold on buyers' favor, and both upper and lower grades are selling in large quantities. Gum is in better inquiry than for some time and transactions reported are quite large in quantity and at high list prices. Cottonwood is having a brisk call. Box boards are going out to the wagon makers in large quantities, and box manufacturers are placing good sized orders at full market prices. The situation viewed from any standpoint is encouraging for early December and it looks as if the hardwood people will have about all the business they can comfortably handle under present seasonable conditions.



**Memphis.**

The demand for hardwood lumber continues fair, the volume of business being about as large as the limited offerings will allow. Buyers are coming to this section in large numbers and they are taking all available stock just about as fast as it is in marketable shape. They are not standing off because of prices, being glad to get what they want at any figure within the bounds of reason. Most of the call is still from domestic sources, very few orders for lumber for export are received, except in certain specialties which are in good request abroad.

Plain oak is much wanted and there is comparatively little to be had. This is forcibly illustrated in the statement made recently by a lumberman here that he is cutting green plain oak to be delivered immediately after it leaves the saw. Prices are strongly held. These statements apply to both red and white and to all grades. Quarter-sawn oak has shown but little change, prices are firm and offerings are not large. It still appears to be a question of limited demand brought about by the dullness of the foreign markets and the substitution of other woods therefor.

Ash and cypress are both active. Prices are firm, with a higher tendency, while offerings are not large. The production of cypress has been interfered with by recent rains. Red gum is holding its own well. Improvement is reported in the demand for clear saps as also common and cull grades. Cottonwood is improving steadily. Prices are firm and the trade making a specialty of it are looking for better prices. Stocks are very light and the visible supply is the smallest in recent years. Poplar shows very little change. There is a fairly good demand for low-grade stock and a good call for firsts and seconds.

Weather conditions in this territory have been more favorable during the past fortnight and better progress is reported in getting out logs and in the operation of mills. Altogether the production is somewhat improved, but it is still far from satisfactory and the amount of lumber going on sticks, generally speaking, is far below the average for this time of year.

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**CHICAGO.****Kansas City.**

The hardwood people here say that the demand continues active both locally and from the outside and that prospects are good for the booking of a good many orders before the end of December. While other centers have reported slack trade at times this fall, Kansas City dealers have had no complaints to make along this line at any time this season, and for the past month or more their complaint has been the inability to secure sufficient stocks to supply their trade satisfactorily. This of course has largely been on account of the very inadequate car supply, although mill stocks are light and lumber in shipping condition has been more or less difficult to get throughout the year. There is now an unusually large inquiry for so late in the year, which covers all grades and kinds of lumber.

The purely local demand has never been as active as this fall. Dealers here say that their local trade will in all probability be quite active through the winter and that the prospects for business for the first half of next year are of the most flattering nature. The demand for factory stock of all kinds is entirely satisfactory and the call for car and railroad material has never been as strong at this time of year.

The scarcity of cars at the hardwood mills of the South is still giving much trouble. During the past few days some improvement was reported, and shipments seem to be coming forward a little more freely. Whether this is a permanent or only a temporary improvement is hard to tell. As corn is beginning to move freely in this territory and cotton shipments are now heavy in the South, the indications are not at all favorable for any material improvement in the car situation this month.

Hardwoods, like everything else in the lumber line, are showing extraordinary firmness as the year closes. Usually about this time prices begin to sag and manufacturers and wholesalers are skirmishing for orders. This is not the case this year, and prices are higher and firmer than at any time previous this year, and it is predicted that any further changes in the lists during the next sixty days will be in the nature of advances. Dealers here say that within the past two weeks plain oak has advanced about \$2.50 per thousand, gum \$1.50 per thousand, poplar \$2.50 per thousand, and that cottonwood, which has been firm for some time, shows advancing tendencies. Louisiana cypress advanced about \$2 per thousand a month ago, and more recently Arkansas cypress has gone up \$1 to \$2 per thousand. These advances are attributed to the general shortage of stocks at the mills, coupled with the present active demand, and the indications of a continued heavy call for stock through the winter. While the mills have been running steadily for several months, they were so far behind after seven or eight months of bad weather that they have not been able to accumulate any stock and the close of the year will find most mills with little or no stock on hand not already contracted for.

To sum up the situation briefly, the outlook has never been better at this time of year and stocks are so light that all mills will have all the business tendered them that they can possibly handle for an indefinite period. These conditions are bound to stimulate the markets and very firm prices are expected to rule through the winter.

**Minneapolis.**

While the market at present is strong on small sales, with no great activity, there is a feeling of strength and security for the future, which keeps prices at a stiff level and prevents any feeling of disquiet or dissatisfaction. The factory trade, which is about all there is to the market at this season, except the rail

roads and a few other large consumers, is buying only for immediate use, and will hardly begin to stock up again on a large scale until after the first of the year. The small business they are turning in is not to be despised, however, and in basswood and elm it is cutting some figure. The oaks are active still, with so little northern stock in sight as to count for almost nothing. White oak timbers are being taken by railroads and bridge contractors.

Stocks are now well concentrated in strong hands, and there is a determination to get full value for the remaining lumber, which is certain to be needed to supply demand by next spring. Locally there is a fair call for birch and maple as flooring and also for red oak. Elm is strong and in fair demand. All the factories are busy and expect to lay in larger supplies of stock in January. Basswood culls are strong and beginning to show scarcity, because of their use as a substitute for pine in the box factories.

**Louisville.**

There has been a decided bullish tendency in the poplar market here of late, owing to the fact that a number of mills which log by river have cleaned up their season's supply of logs. Since this shortage developed, however, there have been some pretty heavy rains and good tides in the rivers, but it is reported that very few of the mills had logs ready to bring out on the tides. The softening of the country roads seriously handicaps hauling in the woods, so that any advantage that may have been gained by the recent rains will be offset, and the tendency of the poplar market is still toward higher prices.

The demand for oak continues brisk. Car material is still one of the most active items on the list, while buyers of wagon material and agricultural implement wood are placing liberal contracts right along. A feature of the present demand for car oak is that while the foreign market on most woods is rather dull just now, there is an active inquiry for car material for foreign markets. These foreign inquiries are not quite what might be wished for, since the specifications call for practically clear stock, some of it grading what would be called strictly firsts. Naturally, with the present domestic trade active, these foreign inquiries with their rigid specifications are not receiving favorable attention. In fact, it is hard to find a man that will quote on them at all.

The market on red gum is fair. Local manufacturers are consuming a good volume of gum, but there is not at present any indication of a stiffening in prices, especially on lower grades which make up the bulk of the consumption here.

**London.**

Arrivals of lumber have not been heavy for some time past owing to the heavy increase in freight rates, but this is a good time to warn importers against making shipments which will arrive about the latter part of December, as that is a bad time for selling. As mentioned in this correspondence a fortnight ago, there has been a serious failure of a London lumber concern and this has undoubtedly restricted trade somewhat.

A fair amount of business is doing at the moment, attention being paid to dock stocks, for which prices show a firm tone.

Plain oak boards of prime quality are in good demand, but as the American is not forthcoming attention is being paid to the European oaks. Planks of export quality are in good demand at full prices. Quartered is difficult to sell.

Whitewood prime dressed stocks are in demand at fair prices; planks are not asked for, nor are medium and cull grades in great demand. Satin walnut is not plentiful and full prices are being demanded for stocks held here.

The demand for black walnut is not large and supplies though light are ample.

Ash and hickory planks are in good demand.



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"BOX 164," care HARDWOOD RECORD.

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In our hardwood jobbing department as assistant. Must have had some experience, be good correspondent and posted on sources of supply as well as selling markets. We want a young man who has the ability to take full charge at times. A good opportunity for the right man. No other need apply. State age, experience, references and salary.

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Required by exporter, well up in buying and inspecting lumber and logs—Oak, Poplar, Cottonwood, Walnut and all other Hardwoods—Pitch Pine, N. C. Pine, etc. Must have thorough knowledge of arranging shipments. Apply with particulars in confidence to

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To represent a Cleveland wholesale lumber firm, a good salesman familiar with white pine, hemlock and yellow pine. Address

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### SUPERINTENDENT WANTED.

Experienced man as superintendent of sash and door factory. Apply

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A competent hardwood lumber inspector to travel on the road. State wages wanted. Address "MORGAN," care HARDWOOD RECORD.

### SAWYER WANTED—AT ONCE.

One experienced in sawing dimension lumber and wagon wood stock with friction feed, short log sawmill. Will have to keep up saw and machinery. State experience and salary expected.

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### MY OUTPUT OF OAK

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Stock has been on sticks over a year. Will sell Log Run or on grades. Nice bright stock. Good widths and lengths. Write for prices.  
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Can use Plain and Qtd., Red and White, 3/8" by 2 1/4", 4 ft. and longer, also same stock in 5 ft.

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200 M feet 28-inch and up White Oak logs.  
200 M feet 12-inch and up Walnut logs.  
50 M feet 12-inch and up Cherry logs.  
C. L. WILEY,  
Blue Island Av. and Robey St., Chicago.

### OAK.

We are in the market for plain sawed oak, all grades and thicknesses.  
P. G. DODGE & CO., 2116 Lumber St., Chicago.

### WE WANT TO CONTRACT

With a mill of reasonable size and capacity with good timber supply and equipped to produce well manufactured lumber. Cut must be principally Oak, of which 20% or more must be Quartered White Oak. Must be on R. R. Will advance on estimate as lumber is placed on sticks.

Also in market to buy dry stock in Plain or Quartered Oak, Poplar, Ash, Hickory or Walnut.  
JOHN DULWEBER & CO., Cincinnati, O.

## MACHINERY FOR SALE

### MACHINERY FOR SALE.

#### EXPRESS PUMPS.

16"x8 1/2"x10" Worthington, 6" suc., 5" dis.  
16"x8 1/4"x10" Worthington, 6" suc., 4" dis.  
14"x10"x10" Worthington, 7" suc., 6" dis.  
12" & 18"x10"x10" Smith Vaile Compound, 7" suc., 6" dis.  
10"x6"x10" Canton, 5" suc., 4" dis. New.  
10"x4"x8" Crane No. 8 fire engine, two, 4" suc., 4" dis.  
7 1/2"x4 1/2"x10" Canton, 4" suc., 3" dis. New.  
7 1/2"x4 1/2"x7" Canton, 4" suc., 3" dis. New.  
6"x4"x6" Canton, 3" suc., 2 1/2" dis. New.  
6"x4"x6" Smith Vaile.  
6"x4"x6" Worthington.  
5 1/2"x3 1/2"x7" Deane.  
5 1/2"x3 1/2"x6" Canton, 2 1/2" suc., 2" dis. New.  
4 1/2"x2 3/4"x4 1/2" Canton, 2" suc., 1 1/2" dis. New.  
4 1/8"x2 1/2"x4" McGowan, 1 1/2" suc., 1" dis.

#### TUBULAR BOILERS.

3 72"x18", 70 4" tubes, 125 lbs. pres. New.  
9 72"x16", 70 4" tubes, 125 lbs. pres. New.  
1 66"x18", 58 4" tubes.  
1 66"x16", 52 4" tubes, 110 lbs. pres. New.  
3 66"x16", 54 4" tubes.  
10 66"x16", 52 4" tubes, 125 lbs. pres. New.  
3 60"x16", 58 3 1/2" tubes, plug hat dome.  
5 60"x16", 46 4" tubes, cross dome.  
3 60"x16", 44 4" tubes. New.  
1 54"x14", 60 3" tubes, plug hat dome.  
2 50"x15", 50 3" tubes, cross dome.  
1 48"x12", 52 3" tubes, P. H. dome. New.  
1 44"x12", 46 3" tubes, P. H. dome. New.  
1 40"x14", tubes, cross dome.  
1 36"x12", 28 3" tubes, P. H. dome. New.  
1 36"x10", 28 3" tubes, P. H. dome. New.  
1 36"x8", 28 3" tubes, P. H. dome. New.  
1 30"x8", 20 3" tubes, P. H. dome. New.

#### CORLISS ENGINES.

26"x48" R. H. girder frame, Allis.  
23"x48" R. H. girder frame, Harris.  
22"x48" R. H. girder frame, Allis.  
22"x48" L. H. Hamilton.  
16"x36" R. H. girder frame, Bates.  
14"x42" R. H. girder frame, Harris.

#### AUTOMATIC ENGINES.

28 1/2"x52" R. H. Buckeye, style A.  
22"x40" R. H. Buckeye, style A.  
20"x23" L. H. Buckeye, style B.  
17 1/2"x18" L. H. Buckeye, style C.  
16 1/2"x27" R. H. Buckeye, style B.  
15 1/4"x24" R. H. Buckeye, style B.  
14"x14" Ideal, center crank.  
15"x14" Ideal, center crank.  
14"x16" center crank Clark, with sub-base.  
12"x12" Ideal, center crank.  
11"x16" R. H. Russell, girder frame.  
10"x16" straight line, center crank.  
9 3/4"x11" Westinghouse, standard.  
8 1/2"x10" center crank, Clark. New.  
8"x10" Clark center crank, with sub-base. New.

#### THROTTLE GOVERNOR ENGINES.

20"x24" R. H. top slide valve, Bartlett.  
18"x30" R. H. box bed, slide valve, Stedman.  
18"x24" L. H. side valve, Erie.  
18"x20" R. H. Wilson & Hendrie.  
16"x30" L. H. box bed, slide valve.  
15"x26" L. H. box bed, slide valve.  
14 1/2"x20" R. H. box bed, slide valve.  
14"x26" R. H. box bed, slide valve.  
14"x24" R. H. box bed, slide valve, Springer.  
14"x20" R. H. box bed, side slide valve, Benoit.  
14"x16" center crank, slide valve, Nagle.  
12"x20" L. H. side slide valve, Atlas.  
12"x20" L. H. box bed, side slide valve.  
12"x16" R. H. girder frame, Merrill & Bacon.  
12"x16" center crank, slide valve, Nagle.  
12"x16" R. H. box bed, side slide valve.  
10"x16" L. H. box bed, Smalley.  
9 1/2"x10" center crank, Clar. New.  
9"x16" R. H. box bed, top rock, valve.  
9"x16" L. H. box bed, top rock, valve.  
9"x12" center crank, Nagle.  
8"x10" center crank, slide valve, Nagle.

#### WICKES BROTHERS.

Saginaw, Mich.



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Good 11 P. power. Built only 12 years ago. Electric transmission of power. Complete air and mechanical lamp lighting system. Splendid process system. 50,000 gallon tank. In delivery for 1914. Steam heat complete. Good haul, latest filing-room outfit, blacksmith shop, machinery, storage, bending room, with dry-kiln, barns, sheds, dwellings, superintendent's residence (cost \$2,500), commissary store house, separate office building, side tracks with steel railroad from mill to yard, equipped with push cars.

About 50 acres of land. Plant located on a river in the heart of the Oak and Hickory district of E. Tenn.

Everything is new and up-to-date. Hundreds of machines in perfect order. This plant has cost over \$100,000 and is in perfect running order. Eleven valuable woodworking patents go with the plant. Cheap labor, cheap material.

This is a grand opportunity for right party. Contracts on hand for all next years output. \$30,000 will buy it. The local banks will carry \$15,000 of this as long as desired.

For detailed information, address

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### FOR SALE BARGAIN.

Band sawmill and planing mill on N. C. & St. L. R. R. and Southern R. R. and Tennessee River. 14 acre yard, 2,000 ft. side track on property. Timber supply both rail and river cannot be surpassed. Good reasons for selling. Apply for particulars.

BOX 321, care HARDWOOD RECORD.

### I AM IN THE MARKET

For a stock Hardwoods, running largely Oak and Chestnut. Would take entire output of mill to secure some of stock sawed to order. A straight mill man desiring some one to handle his cut can make a satisfactory deal. Reasonable advances made on stock as put in pile. Address "CUT," care HARDWOOD RECORD.

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Valuable manufacturing property in Chattanooga, Tenn., consisting of factory in active operation manufacturing wood pulleys. This is a rare chance for some one with medium amount of capital to get into a nice, clean, profitable manufacturing business that is now making money. You can't beat it. No trouble to sell output. This factory is turning out the best wood split pulleys on earth. Lumber is plenty and cheap. Chattanooga is the best manufacturing city in the south today. Do not miss this chance to get into an established paying business. Address

WM. FOWLER,

Care Case Lumber Co., Chattanooga, Tenn.

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An up-to-date circular mill, capacity 20 M ft. per day. Located in the best hardwood section of Northern Wisconsin with 100,000,000 ft. of standing timber and logs to go with mill. Also number of good teams, logging sleighs, blacksmith shop and complete logging tools. Good show to buy custom logs. Fine opportunity for capable factory or mill man. Excellent reason for selling. Address all communications

WABENO LBR. & MFG. CO.,

Wabeno (Forest County), Wis.

### NOTICE IS HEREBY GIVEN

That on Monday, the 18th day of December, A. D. 1905, at my office, 1735 Curtis St., Denver, Colo., U. S. A., I will receive sealed bids for the purchase of all or any portion of the land belonging to the Liberty Savings Association of Denver, situate in Concordia Parish, State of Louisiana. Right to reject any and all bids is reserved.

The location of this and a rich delta alluvial soil and has upon it hardwood timber consisting of Oak, Cypress, Gum, Ash, Elm and Hickory trees. For further particulars, terms and conditions of sale, apply to

EDWARD H. MALONE, Receiver

1735 Curtis St., Denver, Colo.

### FOR SALE.

One Band Saw Mill, 25 M feet per day capacity; complete with edger, trimmer, electric light plant and all the power. Address

M. care HARDWOOD RECORD.

## FACTORY LOCATIONS.

We have issued a little booklet on the timber resources of our line and locations for factories, mills, etc. It shows the following openings:

For 7 stove mills, 6 box factories, 14 handle factories, 7 slack barrel plants, 5 hoop mills, 6 furniture factories, 18 hardwood mills, 9 saw mills, 1 lumber yard, 2 hickory mills, 2 hub factories, 2 shingle mills, 1 basket factory, 2 wagon factories, 1 charcoal oven. Write for copy of the booklet.

We can put you in touch with parties controlling timber tracts—oak, gum, ash, hickory, cypress and other hardwoods.

E. W. LABEAUME, G. P. & T. A.,

Cotton Belt Route, St. Louis, Mo.

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In Edmonson County, recently investigated by C. A. Schenck & Co., shows 4,285.481 feet timber 15" and over, consisting chiefly of Red Oak—with good proportion White Oak, Hickory, Poplar, Chestnut, Beech. Cost of cutting and hauling logs to river \$3 per M. Freight rates 25% less than on L. & N. or I. C. Ry. For price, terms, map and full information, address

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To actual investors only, about 5,000 acres hardwood timber land, one tract, level ground; estimated to cut 60,000,000 feet of Oak, Ash, Hickory, Gum, etc.; big, tall, straight trees; a mile and a half from railway station and eighty-five miles from Norfolk, Va.; immediately fronting ten miles of navigable river. Unexcelled opportunity. Address

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On five thousand acres in Yazoo Delta. Mill location furnished if desired. Address

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### RAILS AND LOCOMOTIVES.

All inquiries for industrial railway equipment listed before "Record" readers will find ready response.

HARDWOOD RECORD, Chicago, Ill.

## MISCELLANEOUS

### FACTS FROM PRACTICAL MEN.

The HARDWOOD RECORD is always in the market for articles on any and every feature of the hardwood industry. It wants practical statements of fact from practical men who know how certain things can be done in the best way. Literary quality not essential. Liberal pay for acceptable articles. Address

Editor HARDWOOD RECORD.

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Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler, iron ore, clay, marl and knollin for the manufacturer are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killen, land and industrial commissioner; Jas. C. Ford, general passenger agent.

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### WANTED.

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### WANTED.

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## HARDWOODS

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## FURNITURE LUMBER

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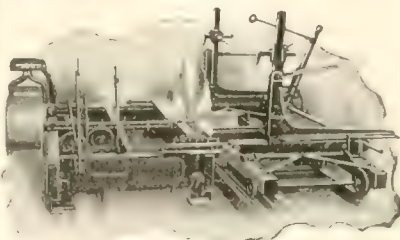
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ASH,  
POPLAR.

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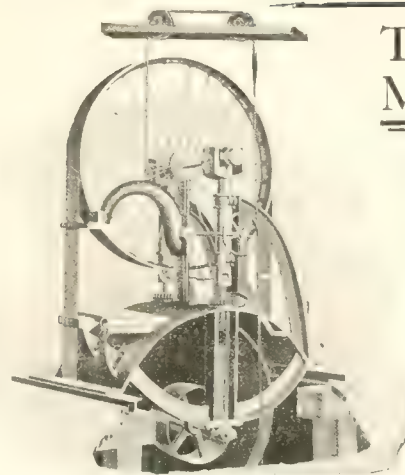
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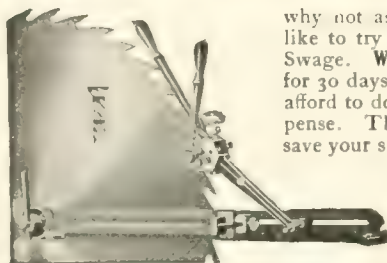
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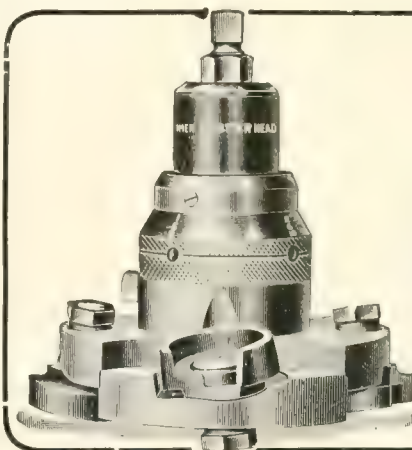
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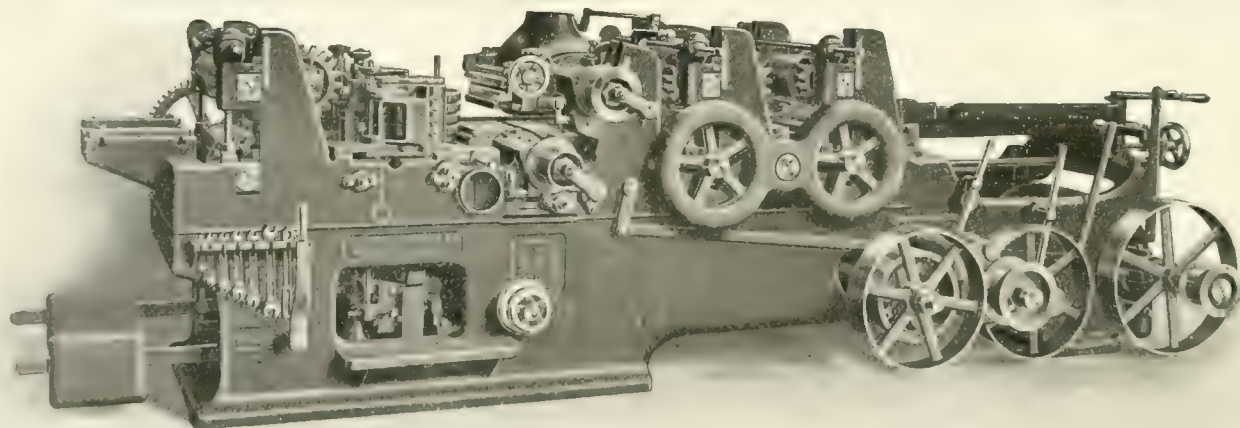
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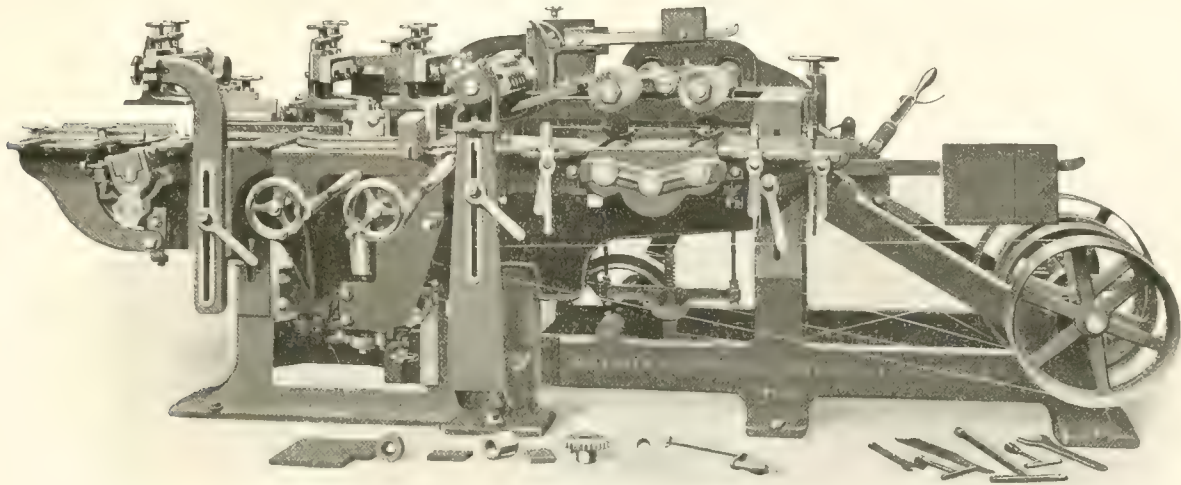
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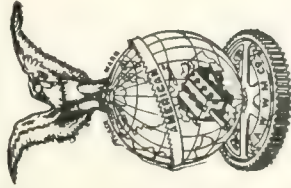
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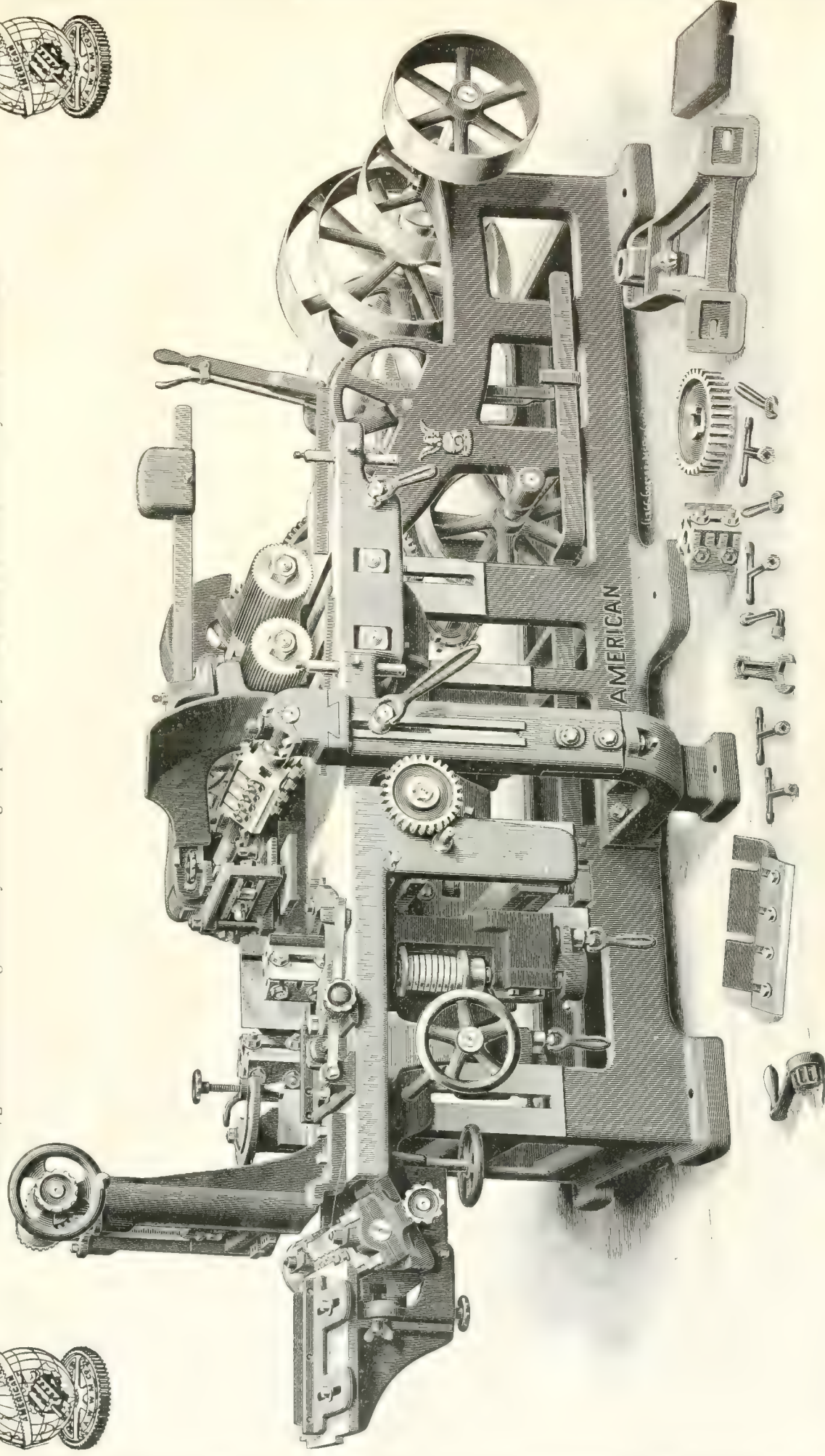
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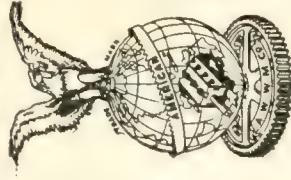
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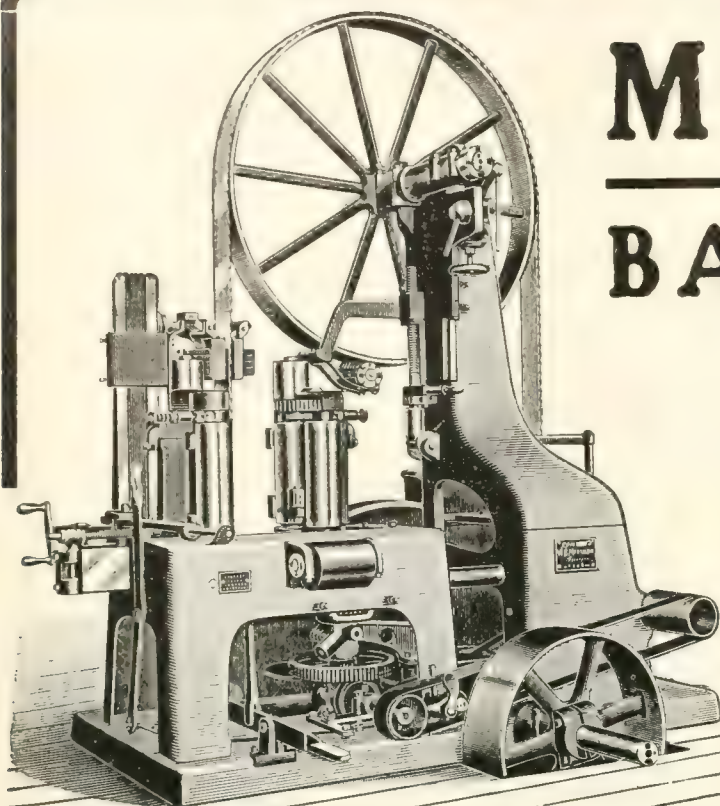




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460,000 1 inch,	110,000 1½ inch.
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2,000,000 feet, thoroughly dry.  
All grades and thicknesses.  
Low price to move

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200,000 feet, dry.  
Mostly 14

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500,000 feet, choice stock  
All grades from 4 4 to 8 4

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350,000 feet, dry.  
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500,000 feet, dry plain  
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700,000 feet, 4 4 log run.  
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40,000 feet, 8/4 dry,  
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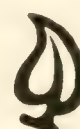
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THE WOODS FOR  
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19,000,000 FEET ANNUALLY

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HARD MAPLE

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POPLAR  
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## HARDWOODS

Hardwood Flooring, Crating Stock, Kiln Drying

Mills and Office: GODFREY AVE. AND CURVE ST.

### Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK

AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

Michigan Elm, Birch, Ash and Basswood

### Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

Northern and Southern **Hardwood Lumber**

MAIN OFFICE:

MICHIGAN TRUST CO. BUILDING

### WAGNER & ANGELL

WANTED

Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

FOR SALE

All of the above items and Red Cedar, Redwood and White Cedar, Shingles and Posts

### VAN KEULEN & WILKINSON LUMBER COMPANY

Manufacturers and Wholesalers of

HARDWOOD LUMBER and CRATING STOCK

FOR SALE

Complete Stocks of Michigan Hardwoods—Maple, Beech, Birch, Elm, Ash and Basswood.

### Beech :: Birch :: Maple

ALL THICKNESSES

LONGFELLOW & SKILLMAN LUMBER CO.

Our Motto: "Prompt Shipments."

Correspondence Solicited.

### GIBBS & HALL, MANUFACTURERS AND DEALERS IN

#### Hardwood Lumber

WE DESIRE TO MOVE THIS DRY STOCK AT ONCE

200 M ft. 4 4 H. Maple 1st and 2nd. 100 M ft. 4 4 S. Maple No. 2 C. & B.  
200 M ft. 8 4 H. Maple No. 2 C. & B. 1904 cut 300 M ft. 4 4 to 8 4 Beech, No. 2 C. & B.  
Choice cut 4 4 to 16 4 Birch—all grades. 200 M ft. 4 4 to 8 4 S. Elm, No. 2 C. & B.

QUOTATIONS MADE PROMPTLY.

### DUDLEY LUMBER COMPANY

NORTHERN AND SOUTHERN HARDWOODS

SPECIAL OFFER ON

200 M ft. 4 4 Hard Maple 150 M ft. 4 4 to 8 4 Birch  
100 M ft. 8 4 Hard Maple 100 M ft. 4 4 and 6 4 Soft Elm  
200 M ft. 4 4, 6 4 and 8 4 No. 1 and 2 Common Ash Southern Oak a Specialty

### J. F. Quigley Lumber and Land Co.

We carry Complete Stock, all Kinds, Grades and Thicknesses in our Grand Rapids yards.

MIXED CARS AND PROMPT SHIPMENTS SPECIALTIES

### Lumbermen, Attention!

If you own any timber or timber lands.

If you are contemplating buying or selling any timber or timber lands.

If you want your stumpage accurately estimated.

If you want an exact survey or map of your property.

If you want advice in any logging or lumbering proposition.

Write to us and find out what we can do for you.

We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

**C. A. Schenck & Co.** BILTMORE, NORTH CAROLINA  
Consulting Forest Engineers



WE ARE ALWAYS IN THE MARKET FOR



# HARDWOOD LUMBER

PLAIN AND QUARTERED

# OAK

A SPECIALTY

WE BUY MILL CUTS

## SOUTHERN OAK LUMBER CO.

707 Chamber of Commerce  
CHICAGO

**C. P. CROSBY,** RHINELANDER, WIS.

### Wholesale Hardwood Lumber

Hard Maple a Specialty in all thicknesses from 1 inch to 4 inch.  
Finest Birch in Wisconsin. Black Ash, Rock Elm,  
Soft Elm, Red and White Oak.

DIFFICULT AND MIXED ORDERS A SPECIALTY

**JAMES THOMPSON & COMPANY**

Wholesale

### Southern Hardwoods

Cottonwood, Gum and Cypress a Specialty

MILLS:

Arkansas Mississippi Louisiana

Office, Randolph Bldg.,

MEMPHIS, TENN.

**C. F. Luehrmann Hardwood Lumber Co.**

Largest Manufacturers and Exporters of

### SATIN WALNUT

Always in the market  
for HARDWOODS.

Office and Yards  
148 Carroll Street, ST. LOUIS, MO.

Marshfield **VOLLMAR & BELOW** Wisconsin

## BASSWOOD, BIRCH

and other Wisconsin Hardwoods

— Let us know what you are in the market for —

## Hickory - 150,000 Pieces Hickory

1½ in. x 1½ in. and 1½ in. x 2½ in., 20 in. to 30 in. long.  
Will sell in the rough or will manufacture them into  
anything they will make. Correspondence solicited.

THE CANTON LUMBER COMPANY :: CANTON, MISS.

## The Mud Lake Lumber Co.

RABER, MICH.

Manufacturers  
of . . .

## Hardwoods and Hemlock

Birch Our Specialty.

## "ACORN BRAND" OAK AND BEECH FLOORING

The "Aristocrat" of Its Kind.

Made in Nashville, Tenn., the Home of Oak Flooring.

**NASHVILLE HARDWOOD FLOORING COMPANY**

BALTIMORE, MARYLAND **E. E. PRICE** BUYER AND EXPORTER OF

**HARDWOODS**  
**POPLAR and LOGS**

I am always in the market for nice lots of dry and well manufactured  
lumber. I inspect at point of shipment. Correspondence solicited.

## Stoneman-Zearing Lumber Co.

### HARDWOOD LUMBER

76 West Erie Street

CHICAGO

We have the following stock in pile at our mill, Devall Bluff, Ark.:

GUM	
62,936 ft. 1-inch 1st and 2d Sap	25,143 ft. 1-inch 1st and 2nd Plain Red Oak.
Gum 13-in. and up.	50,804 ft. 1-inch Common Plain Red Oak.
63,583 ft. 1-inch 1st and 2d Sap	97,260 ft. 1-inch Ship Cull Red and White Oak.
Gum 6-in. to 12-in.	1,937 ft. 1-inch Strips Red Oak.
70,399 ft. 1-inch Gum Box Boards, 13-in. to 17-in.	8,780 ft. 8-4-inch Cull Oak.
90,635 ft. 1-inch Com. Sap Gum.	QUARTERED RED OAK
67,618 ft. 1-inch Com. Red Gum.	300 ft. ½-inch 1st and 2nd Quarter Red Oak.
129,230 ft. 1-inch Ship Cull Gum.	300 ft. ¾-inch Common and Better Quarter Red Oak.
18,944 ft. 6-4-inch Log Run Gum.	1,100 ft. ¾-inch Common Quarter Red Oak.
17,290 ft. 6-4-inch Common and Cull Gum.	886 ft. ¾-inch Common and Better Quarter Red Oak.
PLAIN WHITE OAK	3,303 ft. 1-inch 1st and 2nd Quarter Red Oak.
6,200 ft. ¾-inch 1st and 2nd Plain White Oak.	2,242 ft. 1-inch Common Quarter Red Oak.
1,450 ft. ¾-inch Common and Better Plain White Oak.	3,270 ft. 1-inch Common and Better Quarter Red Oak.
5,983 ft. 1-inch Common and Better White Oak.	WHITE ASH
35,767 ft. 1-inch 1st and 2d Plain White Oak.	19,821 ft. 1-inch 1st and 2nd Ash.
63,144 ft. 1-inch Common Plain White Oak.	4,746 ft. 6-4-inch 1st and 2nd Ash.
QUARTERED WHITE OAK	517 ft. 10-4-inch 1st and 2nd Ash.
6,437 ft. ¾-inch 1st and 2nd Quarter White Oak.	1,908 ft. 10-4-inch 1st and 2nd Ash.
2,550 ft. 1-inch Common and Better Quarter White Oak.	23,953 ft. 1-inch Cull Ash.
52,907 ft. 1-inch 1st and 2nd Quarter White Oak.	222 ft. 6-4-inch 1st and 2nd Ash.
22,917 ft. 1-inch Common Quarter White Oak.	6,428 ft. 8-4-inch 1st and 2nd Ash.
9,098 ft. 1-inch Strips Quarter White Oak.	4,586 ft. 12-4-inch 1st and 2nd Ash.
PLAIN RED OAK	19,985 ft. 1-inch Common Ash.
6,732 ft. ¾-inch 1st and 2nd Plain Red Oak.	1,600 ft. Thick Cull Ash.
8,313 ft. ¾-inch Common and Better Plain Red Oak.	COTTONWOOD
7,451 ft. ¾-inch Common and Better Plain Red Oak.	24,718 ft. 1-inch 1st and 2nd Cottonwood.
55,357 ft. ¾-inch 1st and 2nd Plain Red Oak.	5,000 ft. ¾-inch Com. and Cull Cottonwood.
10,811 ft. ¾-inch Common Plain Red Oak.	MISCELLANEOUS
27,353 ft. 1-inch Common and Better Plain Red Oak.	17,120 ft. 1-inch Log Run Cypress.
	28,152 ft. 12-4-inch Log Run Elm.
	1,567 ft. 8-4-inch Log Run Elm.
	3,000 ft. Thick Cypress.
	50,000 ft. 8-4-inch Log Run Elm.

We solicit your inquiries for some of the above.



CHICAGO

THE GREATEST HARDWOOD MARKET  
IN THE WORLD

REPRESENTATIVE

HARDWOOD DEALERS

## FINK-HEIDLER CO.

Wholesale Dealers in

## HARDWOOD LUMBER

We Carry a General Line of Hardwoods.  
Kiln Dried Lumber Constantly in Stock.Telephones } 744  
Canal: } 763YARDS { Ashland Ave.  
South of 22nd St.

## HAYDEN &amp; LOMBARD

## Orders to issue for:

ASH—1 to 4 in. 1s and 2s. SPECIAL 5 8 in. log run  
 WHITE OAK—5 8 to 4 in. 1s and 2s plain  
 WHITE OAK—5 8 to 2 in. 1s and 2s quarter-sawed  
 RED OAK—3 4 to 2 in. No. 1 common quarter-sawed.  
 RED OAK—3 4 to 2 in. No. 1 common and better plain, SPECIAL 1/4  
 1s and 2s.  
 COTTONWOOD—1 in. box common and mill culls.  
 GUM—1 in., 1 1/4, 1 1/2 No. 1 common and saps, without stain.  
 POPLAR—1 to 2 in. No. 1 common; same in saps or selects  
 POPLAR—1 to 4 in. 1s and 2s; SPECIAL 1 in. No. 2 and 3 common  
 POPLAR—Box boards 1 x 13 to 17 in., 12 to 16 ft.  
 POPLAR—Sign boards 2 x 14 to 16 in., 14 and 16 ft.

511 RAILWAY EXCHANGE CHICAGO

## CLARENCE BOYLE LUMBER CO.

WHOLESALE DEALERS IN

HARDWOODS  
YELLOW PINE  
and CYPRESS

319 West Twenty-Second Street, CHICAGO

## Lesh &amp; Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH,  
etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK,  
POPLAR, etc., from our Memphis yard. We are constant buyers.The only trade paper reaching all  
classes of hardwood consumers isHARDWOOD RECORD  
355 Dearborn St., ChicagoRYAN & McPARLAND  
ALL KINDS OF

## HARDWOOD AND WAGON STOCK

Write us before selling. If in the market to buy we can interest you.

Office and Yards: Corner Robey Street and Blue Island Avenue

## A. R. VINNEDGE LUMBER CO.

WHOLESALE DEALERS IN  
HARDWOOD LUMBER756 1st Natl. Bank Bldg.  
CHICAGO.We are buyers of both Northern  
and Southern Hardwoods

## NATIONAL LUMBER MFG. CO.

1019 ASHLAND BLOCK

Manufacturers  
of . . .

Southern Hardwoods

Oak, Poplar, Hickory, Ash, Cottonwood, Gum, Etc.

BAND MILLS { Smithfield, W. Va.  
Jackson, Ala.CIRCULAR MILLS { Kentucky  
TennesseeFRANK M. CREELMAN, RAILWAY  
EXCHANGE.

WHOLESALE

## Northern and Southern Lumber

CAR LOTS, BARGE LOTS, CARGO LOTS OR MILL CUTS FOR FUTURE SHIPMENTS,  
ANNUAL CONTRACTS OR IMMEDIATE REQUIREMENTS.

FRED W. BLACK, President

HORACE W. BLACK, Secretary

## FRED W. BLACK LUMBER COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

305 Old Colony Building

## W. O. KING &amp; COMPANY

: : : WHOLESALE : : :

## HARDWOOD LUMBER

LOOMIS STREET BRIDGE

FRANK R. CRANE

FRED D. SMITH

## F. R. CRANE &amp; COMPANY

WHOLESALE DEALERS IN

## HARDWOOD LUMBER

OFFICE AND YARDS: 440-462 N. BRANCH ST.

Will pay cash for all kinds of Hardwood Lumber and dry stock, and make inspection  
at point of shipment if desired. Send Us Your Stock List.I AM IN THE & HARDWOOD LUMBER  
MARKET TO BUYCan handle the cut of one or two good mills  
on a cash basis. Send me your stock list.

## CHAS. DARLING

Room 409, Merchants' Loan and Trust Building.



# CINCINNATI

THE GATEWAY OF THE  
SOUTH

IN THE MARKET FOR

**OAK—ASH—POPLAR**

ALL GRADES AND THICKNESSES

**MOWBRAY & ROBINSON**

Office:  
1219 West Sixth Street

Yards:  
Sixth Street, below Harriet

**BENNETT & WITTE**

MANUFACTURERS OF SOUTHERN HARDWOODS

We sell on National Hardwood Lumber Association Inspection  
Plain and Quartered White and Red Oak,  
Cottonwood, Ash, Elm, Cypress, Plain  
and Quartered Red and Sap Gum.

SPECIAL

2,000,000 feet 4/4 and 5/4 Box Common  
Cottonwood. We cut in thicknesses from  
3/8 to 4 in. Export and Domestic Trade.

Branch:  
MEMPHIS, TENN.

224 W. 4th St.  
CINCINNATI, OHIO

THE  
**KENTUCKY LUMBER & VENEER CO.**  
HARDWOOD MANUFACTURERS

Post Office and Band Mill,  
ROBBINS, KY.

Shipping Point and Telegraph Office,  
JACKSON, KY.

SPECIALTIES:

PLAIN WHITE OAK  
YELLOW POPLAR

OAK PLANKING  
RAILROAD TIES

We manufacture all the lumber we sell from original forest timber.  
Therefore the lengths and widths are good. All logs are manufactured  
in ten to thirty days after being felled, insuring bright, new stock, free  
of sap worms and rot.

WRITE OR WIRE FOR PRICES.

Poplar, Oak,  
Ash, Chestnut,  
Sycamore,

W. Va. Spruce,  
Pine and Elm

**C. Crane & Co.**

We would like to buy  
2,000,000 feet Dry Oak  
2,000,000 feet Dry Poplar  
Mostly heavy stock. Quotations Solicited.

MILLS AND YARD  
CINCINNATI, O.  
YEARLY CAPACITY  
100,000,000 FT.  
LONG BILL STUFF  
A SPECIALTY

**PLAIN OAK—BASSWOOD**

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

**DUHLMEIER BROS.,**

CINCINNATI, O.

**WM. H. & G. S. STEWART**

Buy and Sell

OAK, ASH, POPLAR, BASSWOOD, CHEST-  
NUT, WALNUT AND YELLOW PINE.  
Can furnish stock cut to special order. We invite correspondence.

Main Office: - - MERCANTILE LIBRARY BUILDING.



WE BUY AND WE SELL

**Cypress=Red Gum=Oak**

Quick Mixed Car Shipments from Cincinnati.  
Rough or Dressed. Air or Kiln Dried.

**THE FARRIN-KORN LUMBER CO.**

Purchasing Department,  
MEMPHIS, TENN.

Planing Mills, Kilns, Yards,  
CINCINNATI, OHIO

**L. W. RADINA & COMPANY**

Correspondence Solicited with Buyers and Sellers of All Kinds of

**HARDWOODS**

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades,  
especially 1 1/4-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE

**WANTED** OAK, ASH, CHERRY and  
other HARDWOODS

PAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE

**LELAND G. BANNING**

OFFICE: 5th and Main  
:: :: CINCINNATI

## FRAMES FOR HARDWOOD RECORD PORTRAIT SUPPLEMENTS,

Complete with backing, but without the glass, made from Flemish Oak, are to be  
had delivered by express, charges prepaid to any point east of the Missouri river, at  
50 cents each; or at the HARDWOOD RECORD office, at 30 cents each.

Prepay orders with 2 cent stamps or postal notes, addressed,

HARDWOOD RECORD, 355 Dearborn St., CHICAGO



# BUFFALO, N. Y., HARDWOOD DEALERS

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST.

## MANUFACTURERS AND DEALERS IN

Ash, White and Brown

Basswood

Birch, Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm, Soft and Rock

Gum, Red and Tupelo

Hickory

Maple, Hard and Soft

Red Oak, Plain and  
Quartered

White Oak, Plain and  
Quartered

Black Walnut

White Wood, Poplar

## EMPIRE LUMBER COMPANY

We want to move at once from Arkansas

140,000 feet 4 4 No. 1 Common Quartered White Oak Strips 2 1/2" to 5 1/2" wide  
130,000 feet 4 4 No. 2 Common Quartered White Oak, 3" to 12" wide

## ORSON E. YEAGER,

932 Elk Street,

**Specialties: OAK, ASH AND POPLAR.**

## I. N. STEWART & BRO.

892 Elk Street,

**Specialties: CHERRY AND OAK.**

## HUGH McLEAN LUMBER CO.

940 Elk Street,

**Specialty: INDIANA WHITE OAK.**

## ANTHONY MILLER,

893 Eagle Street,

**HARDWOODS OF ALL KINDS.**

## TAYLOR & CRATE,

Prudential Building,

**EVERYTHING IN HARDWOODS.**

## SCATCHERD & SON,

Yard, 1055 Seneca Street

Office, 886 Ellicott Square

**HARDWOODS ONLY**

## G. ELIAS & BRO.

955 to 1015 Elk Street,

Buy and Carry Large Quantities of All Kinds of Hardwoods.

## STANDARD HARDWOOD LUMBER CO.

1075 Clinton Street,

**OAK, ASH AND CHESTNUT.**

## BUFFALO HARDWOOD LUMBER CO.

940 Seneca Street,

**Specialty: PLAIN AND QUARTERED OAK.**



# YELLOW POPLAR

Manufacturers

**BAND SAWED  
POPLAR LUMBER**

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares

Specialty, Wide Stock.

## LUMBER CO.

COAL GROVE, OHIO, U. S. A.

## W. M. RITTER LUMBER CO.

Main Office: COLUMBUS, OHIO

# YELLOW POPLAR

White Oak, Basswood, Chestnut, Ash, White Pine and Hemlock

Stock All Band Sawed,  
Square Edged,  
Equalized.

**We Want Your Business**

Dry Kilns, Planing Mills,  
Dressed Stock, Bevel  
Siding, Drop Siding.

## VAN SANT, KITCHEN & CO.

— Old Fashioned —

# YELLOW POPLAR

Old Firm ————— New Mill ————— Correct Grades

5-8 and Wide Stock Specialties.

**ASHLAND, KY.**

Eastern Office: John L. Cochran, 33 East Twenty-Second St., New York City

# Hardwood Record

Eleventh Year.  
Semi-monthly.

CHICAGO, DECEMBER 25, 1905.

Subscription \$2.  
Single Copies, 10 Cents.

## CHERRY

C. E. LLOYD, JR.  
Manager Sales

## RIVER

GROWN IN  
WEST VIRGINIA

Sold by  
Cherry River Boom &  
Lumber Co.

Offices: Philadelphia, Pa.

## LUMBER

## BROWNLEE & COMPANY

DETROIT MICHIGAN

OUR BARGAIN COUNTER

1-inch No. 2 Common Brown Ash    1-inch Log Run Soft Maple  
1-inch No. 3 Common Brown Ash    2-inch Log Run Soft Maple  
1-inch No. 2 Common Birch

## The Lumber Mutual Fire Insurance Company

Boston, Massachusetts

### STRENGTH

Net Assets: November 29, 1905,

All Liabilities Deducted—Sec. 1.—Chap. 118.—Mass. Laws.

### \$727,097.29

### ECONOMY

Dividends to Policy-Holders,

### 33 $\frac{1}{3}$ Per Cent

Mail Expiring Policy with Your Order.

THE DAVIDSON = BENEDICT CO.  
NASHVILLE, : : : TENNESSEE

—EVERYTHING IN—  
**Southern Hardwoods**  
**POPLAR, CHESTNUT, ASH, OAK**  
(Plain and Quartered)    Straight or mixed cuts.  
**DRESSED POPLAR ANY WAY YOU WANT IT.**

You get what you want when buying from US.    Delivered prices any  
—railroad point—

THE KENOVA POPLAR MFG. CO.  
KENOVA, W. VA. ———

**DRY, SOFT**  
**YELLOW POPLAR**  
**ROUGH OR DRESSED**

**POPLAR BEVEL SIDING, MOLDINGS, FINISH, ETC. —**

Quality of Stock and Mill Work  
the Best.

Prompt shipments.  
Be friendly, write us.

## LUMBER UNDERWRITERS

Cash assets December 1, 1905, \$171,343.53. Sixteen underwriters. Every year sees an addition to our strength and an increase of patronage. Can you afford to neglect the annual saving which lumbermen the whole country over are making by insuring with us? : : :

66 BROADWAY

NEW YORK CITY



JOHN T. DIXON HARRY S. DEWEY

**DIXON & DEWEY**

The  
Hardwood  
People

716 & 717-A Flatiron Bldg.  
NEW YORK

**UPHAM &  
AGLER**

Bedford Building  
CHICAGO

Wholesale Northern and Southern  
**HARDWOODS**

Distributing Yard  
CAIRO, ILL.

**DRY LUMBER** At Our

QUARTERED WHITE OAK.	8,000 ft. 6/4 firsts & seconds.
75,000 ft. 4/4 firsts & seconds.	5,000 ft. 8/4 firsts & seconds.
18,000 ft. 5/4 firsts & seconds.	38,000 ft. 4/4 No. 1 common.
15,000 ft. 6/4 firsts & seconds.	12,000 ft. 5/4 No. 1 common.
19,000 ft. 8/4 firsts & seconds.	7,000 ft. 6/4 No. 1 common.
30,000 ft. 2 1/2 and 3 in. firsts and seconds.	3,000 ft. 8/4 No. 1 common.
150,000 ft. 4/4 No. 1 common.	PLAIN WHITE OAK.
80,000 ft. 5/4 No. 1 common.	80,000 ft. 4/4 firsts & seconds.
40,000 ft. 6/4 No. 1 common.	7,500 ft. 5/4 firsts & seconds.
22,000 ft. 8/4 No. 1 common.	9,000 ft. 6/4 firsts & seconds.
20,000 ft. 2 1/2 and 3 in. No. 1 common.	22,000 ft. 8/4 firsts & seconds.
12,000 ft. 4/4 cull.	8,000 ft. 10/4 firsts & seconds.
QUARTERED RED OAK.	16,000 ft. 12/4 firsts & seconds.
14,000 ft. 4/4 firsts & seconds.	127,000 ft. 4/4 No. 1 common.
18,000 ft. 5/4 firsts & seconds.	20,000 ft. 5/4 No. 1 common.
	30,000 ft. 6/4 No. 1 common.
	50,000 ft. 8/4 No. 1 common.
	8,500 ft. 10/4 No. 1 common.
	12,000 ft. 12/4 No. 1 common.

Your Inquiries Would Be  
Appreciated.

**W. P. BROWN & SONS LUMBER CO.**

WHOLESALE HARDWOODS  
LOUISVILLE, KY.

**Louisville Yards** Prompt Delivery

CHEERRY.	4,000 ft. 16/4 firsts & seconds.
1 car Log Run.	50,000 ft. 4/4 common.
PLAIN RED OAK.	2,000 ft. 6/4 common.
47,000 ft. 4/4 firsts & seconds.	20,000 ft. 8/4 common.
5,000 ft. 5/4 firsts & seconds.	15,000 ft. 8/4 common.
9,000 ft. 6/4 firsts & seconds.	POPLAR.
17,000 ft. 8/4 firsts & seconds.	60,000 ft. 4/4 firsts & seconds.
31,000 ft. 4/4 No. 1 common.	42,000 ft. 5/4 firsts & seconds.
24,000 ft. 5/4 No. 1 common.	17,000 ft. 6/4 firsts & seconds.
14,000 ft. 6/4 No. 1 common.	58,000 ft. 8/4 firsts & seconds.
29,000 ft. 8/4 No. 1 common.	3,000 ft. 10/4 firsts & seconds.
ASH.	17,000 ft. 12/4 firsts & seconds.
1 car 4/4 firsts & seconds.	6,000 ft. 16/4 firsts & seconds.
3,000 ft. 5/4 firsts & seconds.	90,000 ft. 4/4 No. 1 common.
15,000 ft. 6/4 firsts & seconds.	26,000 ft. 5/4 No. 1 common.
20,000 ft. 8/4 firsts & seconds.	18,000 ft. 6/4 No. 1 common.
7,000 ft. 10/4 firsts & seconds.	31,000 ft. 8/4 No. 1 common.
7,000 ft. 12/4 firsts & seconds.	12,000 ft. 10/4 No. 1 common.
	8,000 ft. 12/4 No. 1 common.

ALL THICKNESSES IN CULL POPLAR, ASH, CHESTNUT.

**Briggs & Cooper Company, Ltd.**

MANUFACTURERS

**NORTHERN  
SOUTHERN HARDWOODS**

WRITE US FOR PRICES ON

4 1/2 to 12 1/2 in. Common and better Michigan Soft Grey Elm	1,000,000 feet
4 1/2 to 12 1/2 in. Winter Sawm Michigan Basswood	325,000 feet
4 1/2 to 12 1/2 in. Michigan Hard Maple, seasoned or sawed to order	5,000,000 feet
4 1/2 to 8 1/2 in. Selected End Dried White Maple	150,000 feet
4 1/2 to 12 1/2 in. Brown and White Ash	250,000 feet
4 1/2 some thicker, Plain Red and White Oak	200,000 feet
4 1/2 some thicker, Quartered Red and White Oak	280,000 feet

YARDS AT

**SAGINAW, CHICAGO AND MEMPHIS****Ornamental Hardwood Floors**

400 STYLES AND PATTERNS

Illustrated Catalog on Application

**WOOD-MOSAIC FLOORING CO.**

Rochester, N. Y.

New Albany, Ind.

# CADILLAC

CELEBRATED FOR HIGH STANDARD  
OF QUALITY AND MILL WORK.

## MAPLE FLOORING

The VERY BEST Made

We have it in 3-8, 7-8, and 5-4.  
Beech Flooring in 3-8 and 7-8.

The demand for flooring this season of the year is very large and cars in which to ship are scarce. We therefore suggest that you place your orders with us EARLY, so that you can have the stock when you want it.

We also have a stock of 4-4  
Basswood and Gray Elm all  
in fine shipping condition.

Let us have your inquiries and orders  
and same will have our immediate  
attention.

### Mitchell Brothers Co.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock for October:

MAPLE 5 4, 6 4, 8 4, 10 4, 12 4, 14 4, 16 4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH 5 4, 6 4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co.

. . . Band Sawn . . .  
Michigan Hardwoods

60 M 1 4 Basswood No. 2 common and better  
33 M 8 4 Soft Elm No. 2 common and better. Will run 75-80% 1st and 2nd.  
5 M 4 4 Birds Eye Maple Will run 80% 1st and 2nd  
30 M 4 4 Birch No. 2 common and better.  
12 M 4 4 Oak No. 3 common and better

## Cummer, Diggins & Co.

—MANUFACTURERS—  
"CUMMER" MAPLE  
AND BEECH FLOORING

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

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Told in his inimitable way by Henry H. Gibson  
editor of HARDWOOD RECORD. No one is better  
prepared than he to tell the story, and no one  
could tell it more entertainingly and at the  
same time impart so much valuable information.  
We have just published the second edition of

### GIBSON'S FLOOR TALKS

and we want everyone to have a copy.

Of course we are benefited because the Talks  
describe the Magnificent Maple Timber in our  
forests. They also give the reason why  
"Electric" flooring is reliably good.

Be Friendly

Send for it



**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**





# MEMPHIS

THE HUB OF THE HARDWOOD WORLD

F. W. GILCHRIST, President  
W. A. GILCHRIST, Vice President  
W. E. SMITH, Sec'y and Treasurer

## W. E. SMITH LUMBER CO.

Manufacturers of  
**HARDWOOD LUMBER**

Mills, Tennessee, Arkansas, Mississippi  
Distributing Yards, Cairo, Illinois  
General Office, Tennessee Trust Bldg.

MISSISSIPPI VALLEY COTTONWOOD

F. W. GILCHRIST, Pres. W. A. GILCHRIST, Vice-Pres.  
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## Three States Lumber Co.

MANUFACTURERS OF

Mills:  
Missouri  
Arkansas  
Tennessee

**Hardwood Lumber  
Cottonwood and Gum**

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GET OUR PRICES. TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

COTTONWOOD—GUM

## WE PLEASE PARTICULAR PEOPLE

OUR SPECIALTY IS

Quartered Oak, Both White and Red

WE ALSO HANDLE

Plain White and Red Oak, Ash and Gum

SPECIAL ITEMS

12000 ft. 1¼x10 in. and Wider Choice Quartered White Oak

11000 ft. 1x10 in. and Wider Choice Quartered Red Oak

**Thompson & McClure**

## BLANTON-THURMAN CO.

MEMPHIS

TENNESSEE

**"The Yellow  
Cypress People"**

The kind that cuts up best, works easily and finishes elaborately.

## GOOD LAND CYPRESS COMPANY

NEW ORLEANS, LOUISIANA.

MANUFACTURERS OF

**CYPRESS LUMBER**

**WE** have in all thicknesses and sizes the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

### MEMPHIS YARD

Ash .....	1,036,300 feet
Quartered White Oak...	48,500 "
Plain White Oak.....	111,000 "
Quartered Red Oak.....	183,200 "
Plain Red Oak.....	82,500 "
Cypress .....	498,000 "
Cottonwood.....	240,000 "
Poplar .....	359,500 "

### SELMA YARD

Poplar .....	598,500 feet
Bay Poplar.....	545,500 "
Red Gum .....	38,200 "
Cypress .....	420,500 "

### BERCLAIR YARD

Cypress .....	350,000 feet
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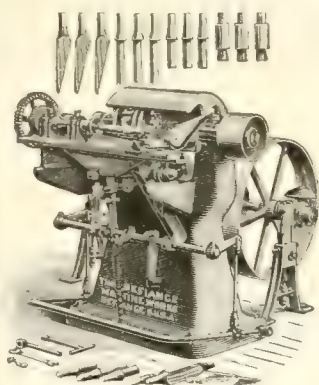
### DELL YARD

Plain Red Oak .....	350,000 feet
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# J. W. Thompson Lumber Co.

Office and Yards: Randolph Road and I. C. R. R.

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INSULATOR PIN LATHE

## "DEFIANCE" WOOD-WORKING MACHINERY

COMPLETE EQUIPMENTS OF  
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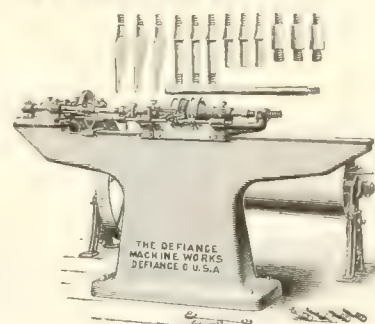
Single Trees, Hoops,  
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Insulator Pins and  
Oval Wood Dishes.

INVENTED AND BUILT BY

The DEFIANCE MACHINE WORKS

DEFIANCE, OHIO.

— Send for 500 Page Catalogue —



AUTOMATIC THREADING MACHINE

### The Tegge Lumber Co.

MILWAUKEE  
WISCONSIN

BUYERS OF  
ALL KINDS OF

### HARDWOOD LUMBER

### BACON-NOLAN HARDWOOD CO.

Manufacturers of

Band Sawn Oak, Ash  
Gum, Cypress, Etc.

Office,  
Memphis, Tenn.

Mills,  
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Address all correspondence to Memphis office.

## W. H. Dawkins Lumber Co.

Manufacturers of Band Sawn

### Yellow Poplar

ASHLAND, KY.

## CHATTANOOGA

No. 1, No. 2 and No. 3 Common  
Poplar, 4-4, 5-4, 6-4, 8-4. For Sale by

The Loomis and Hart  
Manufacturing Company

WRITE FOR PRICES

### The Ferd Brenner Lumber Co.

MANUFACTURERS AND WHOLESALEERS OF

### Hardwood Lumber

For Home and Export Trade

WE ARE IN THE MARKET TO BUY ALL SOUTHERN  
HARDWOODS. CORRESPONDENCE SOLICITED.



# **We Lead the World in Walnut**

We have the largest and most complete  
assortment of

## **WALNUT LUMBER AND LOGS**

in the world—five to seven millions always ready for shipment. Annual output nineteen to twenty-five millions. We confine ourselves exclusively to walnut, consequently, we excel in that line. Uniform grading and fair treatment accorded our customers.

Send your inquiries to

**AMERICAN WALNUT CO.**  
**KANSAS CITY, U. S. A.**

J. N. PENROD, Pres.

M. KOSSE, Sec'y.

# Timber Investments

## OUR SPECIALTY

PLEASE CUT OUT FOR FUTURE REFERENCE

**WE** have been established since 1880.

**WE** have explored **more** timber territory than **any other firm or organization** in the United States.

**WE** now employ a **greater force** of **expert timber cruisers** than any other firm in the United States or Canada

**WE** estimated and explored over **5,250,000 acres** of timber lands during the **first six months** of 1905.

**WE** have furnished banks and trust companies of the United States with **expert estimates** on timber lands upon which **millions of dollars** have been issued in timber certificates or bonds.

**WE** have sold the most prominent lumbermen of the United States millions of dollars worth of timber lands on our **own** estimates.

**WE** sold over **\$7,500,000** worth of timber lands during the **first six months** of 1905.

**WE** solicit correspondence and **closest investigations** as to the veracity of our statements.

**WE** shall be pleased to refer you to leading banks and lumbermen with whom we have had close business relations.

Respectfully,

**JAMES D. LACEY & CO.**

608 HENNER BUILDING  
NEW ORLEANS, LA.

1200 OLD COLONY BUILDING  
CHICAGO, ILL.

*Western Office*  
507 LUMBER EXCHANGE  
SEATTLE, WASH.



## THE I. STEPHENSON CO.

MANUFACTURERS OF  
NORTHERN HARDWOODS  
AND IDEAL STEEL-BURNISHED  
ROCK MAPLE FLOORING  
WELLS, DELTA COUNTY, MICHIGAN

We own an extensive hardwood forest area, railroads, sawmills and the largest and best equipped flooring factory in the world. Let us make you quotations.

## DECEMBER STOCK LIST

MAPLE		BIRCH		BASSWOOD	
1 in.	2,000,000 ft.	1 in.	500,000 ft.	1 in.	300,000 ft.
1 1/4 "	100,000 "	1 1/4 "	100,000 "	1 1/4 "	30,000 "
1 1/2 "	400,000 "	2 "	100,000 "	1 1/2 "	50,000 "
2 "	1,000,000 "	2 1/2 "	50,000 "	2 "	75,000 "
2 1/4 "	200,000 "	3 "	75,000 "	3 "	4,000 "
2 1/2 "	500,000 "	ROCK FLM		GRAY ELM	
3 "	500,000 "	2 in.	25,000 ft.	1 in.	300,000 ft.
4 "	400,000 "	2 1/4 "	50,000 "	1 1/2 "	200,000 "
BEECH		WHITE MAPLE		ASH	
1 in.	500,000 ft.	End Filed		1 in.	500,000 ft.
1 1/4 "	250,000 "	1 in.	100,000 ft.		
1 1/2 "	100,000 "	1 1/2 "	20,000 "		
2 "	100,000 "	2 "	50,000 "		
2 1/2 "	200,000 "				

KELLEY LUMBER & SHINGLE CO., Traverse City, Mich.

## INCORPORATED 1902. The Michigan Maple Company

WHOLESALE  
MICHIGAN  
HARDWOODS

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600-611 Mich. Trust Bldg.,

GRAND RAPIDS, MICH

## Timber Bonds

SECURED BY FIRST MORTGAGE ON TIMBER LANDS

### H. C. Barroll & Co.

BANKERS First National Bank Building CHICAGO

## OAK FLOORING

Kiln Dried  
Bored  
Polished



Hollow  
Backed  
Bundled

## Wolverine Brand Maple Flooring = "THERE IS NONE BETTER" =



It is the same old story, but we want you to know what WOLVERINE BRAND will do for you, and what it will cost you. We want to do this before you place your next order. If we make you quotations, we expect the quality and prices will get your order. TRY US

### BLISS & VAN AUKEN

900 S. Niagara St., Saginaw W. S., Mich.

## The Leavitt Lumber Co.

SOUTHERN AND WISCONSIN HARDWOODS

MILLS: FREDERIC, WIS.

CHICAGO

## THE "FINEST" MAPLE FLOORING

### W. D. YOUNG & CO.

BAY CITY, MICHIGAN.

Producers from TREE to TRADE of the highest type of Michigan Forest Products. Large stock of Maple Flooring and 1,000,000 feet of Hardwoods 4 to 6 inches thick on hand.

### Maple, Birch and Beech Lumber

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXI.

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No. 5.

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HENRY H. GIBSON, President FRANK W. TUTTLE, Vice-President

### OFFICES

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephone, Harrison 4960 Automatic 5659

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### Annual of Hardwood Manufacturers' Association.

The fourth annual meeting of the Hardwood Manufacturers' Association of the United States will be held at the Galt House, Louisville, Ky., on Tuesday and Wednesday, Jan. 16 and 17.

This will be the most important meeting ever held by this association, and should insure the attendance of not only every member of the organization, but of every manufacturer of hardwoods in the country, even though he is not a member of the association.

The program of the meeting, which will be published in the **HARDWOOD RECORD** of January 10, is said to comprise many features of great moment to hardwood producers.

### General Market Conditions.

The year 1905 has closed out as a phenomenal one in hardwood lumber history. Values have shown a general accretion since very early in the year and today a high standard obtains which in many instances constitutes high water mark in lumber prices. The trade at the close of the year is remarkable in that it shows a very much larger volume than is usual at this season. The holiday season which ordinarily militates against a large volume of business, has not resulted in any apparent diminution of orders. The close of the year usually sees both jobbers and wholesale consumers getting in the odds and ends of their earlier purchases, and closing their books. The present December, however, from all indications will doubtless show up as one of the largest buying and receiving months of the year, a record not equaled since December, 1902.

In the general hardwood producing section of the South, the

weather conditions that have prevailed nearly all the year have seriously militated against a large output. Again the yellow fever calamity which befell the South some months ago also tended to decrease production. While the total is large, it is not nearly up to the standard that it would have been, in view of the large demand, and different conditions prevailed.

The year has emphasized the serious shortage that prevails in oak lumber. In spite of the most persistent effort on the part of producers, not a medium of the quantity of oak lumber has been produced that the consuming market could easily absorb had it been obtainable. It is probable that never again will oak lumber be in surplus supply. Every oak timber area is today under contribution, and from this time forward the cut must needs be a diminishing proposition. Hence it is that oak notably white, in both white and red varieties, is the strongest seller in the market, and the last month has showed an accretion in value at points of consumption varying from \$3 to \$5 a thousand.

Red gum, which is a wood of rather extensive growth over a considerable southern area, has exhibited a broadening consumption during the year which is marvelous. New uses seem to have been discovered daily for this wood. Hitherto there has been very little money made in the manufacture of red gum lumber. With the increasing appreciation in which the wood is held, the broadening demand and the natural accretion in price, it is fair to presume that from this time forward the production of red gum will be one of the best features of the hardwood trade. It is fully anticipated that the price of firsts and seconds and sap gum will be advanced by the chief producers from \$2 to \$3 a thousand within a few days.

The fairly strong trade which has prevailed in the higher grades of poplar and cottonwood all the year, has lately been augmented by a markedly increased demand for common and cull. It has only been during the last month that full list has been secured for the coarse end of either wood. The call for this portion of the log output is now so strong that the manifest shortage of the woods will surely hold prices very firm for some time to come. Several of the larger producers have recently been able to advance their prices on firsts and seconds and still maintain a good volume of business.

All the minor southern hardwoods are in very short supply and the calls for ash, chestnut and hickory are much beyond the ability of producers to cover.

Northern hardwoods have been and are now doing remarkably well with very few exceptions. Black ash is practically out of the market. The value and demand for basswood have strengthened materially during the past few months and the big surplus of midsummer is now a minus quantity. Grey elm, although not in superabundant supply, has not attained the just relative value to which the high qualities of the wood entitle it, but with the manifest necessity of its utilization to take the place of other woods that are short, it is safe to presume that better prices will be realized and a stronger demand forthcoming.

Inch hard maple in all grades is closely sold up to dry stock. However, there still remains in either first hands or in the possession of jobbers somewhat of a surplus of thick maple, ranging from 2 to 5 inches in thickness. The surplus is not sufficient to menace values very seriously, as it is fully expected that the early spring trade



venture quite so extensively into the sawing of thick stock during the coming winter and spring as they did a year ago. The excellent present and prospective demand for inch maple should induce cutting a larger proportion of logs into that thickness.

The minor high class furniture woods, black walnut and cherry, have been produced during the year in about normal quantity, perhaps approximating 35,000,000 feet of each. The foreign demand is absorbing the greater portion of walnut, and the local trade is fully taking care of the cherry output. Prices on both woods are from fair to good.

The volume of mahogany trade seems to be showing a slight increase, the high price of oak inducing the use of this wood in its place. This is true in the finishing of high class office buildings as well as in furniture and car construction.

The veneer people are having all the orders that they can undertake to fill and such as are equipped to produce made-up stock in panels, table tops, door material, carriage and cutter bodies, etc., are extremely busy.

The hardwood flooring manufacturers in both maple and oak have enjoyed the best year in their history, as the public has generally become very well educated to the value and utility of hardwood floors, and there is every prospect that the immense demand of 1905 will be increased rather than diminished during the year to come.

While it has been a great year in hardwoods, the cost of stumpage and production has increased to such an extent that it is doubtful if manufacturers have made any more money than usual. That same doubt prevails in connection with the jobbing trade, as the cost of securing stock this year has been much higher than ever before in the history of the industry. The jobber that has made any extraordinary amount of money during 1905, must needs have exercised a good deal of forethought and judgment in securing his stocks early, or has had a deal of good fortune.

### **Ideal Hardwood Lumber Operations.**

When, through the efforts of the Hardwood Dimension Association, it is possible to secure a satisfactory and just price for hardwoods cut up into large and small dimension stock, it will transpire that model, economical and satisfactory hardwood lumber operations can be maintained with a handsome profit.

The ideal hardwood operation is one in which all the firsts and seconds possible are secured in the form of lumber, and the common and cull utilized in either large or small dimension stock. This dimension stock may comprise everything from the large timbers employed in dock building and heavy structural work, railroad ties, car material, etc., to the higher grade of smaller material used in the manufacture of agricultural implement stock, wagon stock, furniture and chair dimension, etc. Thus it will be possible to leave at the sawmill the lumber refuse and not pay the ordinarily high freight that is necessary to get the coarse material to market, the freight on which in many cases is in excess of the total value of the good material contained in it.

To accomplish this desideratum many hardwood manufacturers must needs learn a new trade, and that trade is the manufacture of dimension stock to suit the requirements of the ultimate users and the seasoning of this stock in a satisfactory manner.

Some American hardwoods can be satisfactorily converted into dimension material when green. Others must be seasoned in the live-edge plank before being reduced to dimension sizes. Some woods will dry square and straight when cut green into small dimension. Others will twist and should only be converted into such material when dry. Ordinarily, Indiana oak, black walnut and woods of kindred physics can be cut green from the log into dimension material and dried out, showing but a very small proportion of culls. On the contrary a good many types of southern oak, the various gums, northern maple and woods of similar physics must be reduced to dimension stock after the lumber is pretty thoroughly seasoned to achieve the best results. All this is the subject of experiment and judgment on the part of manufacturers, but it is certain that the majority of dimension stock makers still have much to learn about the production of this material. With the growing shortage and

turer to make a close study of the dimension stock problem. There are a few manufacturers of this material today who are making money out of it, but the majority have made crude experiments with the business and have not only lost money but have given up the proposition in disgust, as one not susceptible to good commercial results. The average manufacturer of wagons, agricultural implements, furniture, chairs, etc., would undoubtedly be willing to pay a price approximating the value of firsts and seconds if he could secure absolutely clear, perfectly manufactured and well seasoned dimension stock; and there is no reason why clear dimension material, cut to accurate size and properly seasoned, is not worth more to the manufacturer of a wagon, a piece of furniture or a chair than a corresponding quantity of firsts and seconds lumber. As it looks to the HARDWOOD RECORD it is "up to" the manufacturer of dimension material to raise the standard of quality of the product, and thus easily achieve first-class commercial results from its production.

### **Interest of Railroads in Wood Preservation.**

Owing to the scarcity and high price of oak and certain other hardwoods railroad managers are casting about for some adequate method of preserving indefinitely timber used in the building of bridges and for ties. From the very nature of things, wood deprived of its sap and exposed to hard usage and varying temperature, will decay. Fungi commence their destructive work upon timber as soon as it is felled, only remaining dormant when it is perfectly dry or when it is kept in water or frozen. Changes of weather or alternate wet and dry accelerate their development. Nevertheless modern ingenuity has discovered methods whereby Nature's plans may be circumvented for a time at least, although sterilizing timber and impregnating it with preservatives in a manner to insure its lasting for an indefinite period is an exceedingly expensive proposition. It has been tried by railroads in the past, but owing to the fact that changes occur frequently which demand the removal, overhauling or transfer of bridges or tracks for reasons that do not pertain to the structures themselves, it is doubtful if this preservation work has proved a good investment.

J. P. Snow, bridge engineer of the Boston & Maine Railroad, at a recent meeting of the Association of Railway Superintendents of Bridges and Buildings, gave it as his opinion that careful judgment in the selection of timber, and protection as far as possible of that most exposed, is calculated to produce better results than the use of costly artificial methods for its preservation. In an ordinary shipment of ties, for instance, some are not as good as others, but far too good to reject. These, with all the sappy and open-grained ones, should be separated from the best and used on short bridges; or if the entire shipment be intended for a single bridge, the poorer ties should be bunched in one section, so that a part at least will not soon require rebuilding.

That timbers in a vertical position are much more durable than those placed horizontally is a matter of universal knowledge. For this reason the posts of trestles endure longer than the caps. However, by covering the caps with zinc, they may be made to even outlast the posts. To prevent the checking of horizontal timbers the Boston & Maine has successfully used a solution of paraffin, after which the planking is sanded or ballasted. This treatment has been known to preserve some of their bridges for twenty years of hard usage. Salts of various kinds are not desirable as preservatives, since they are dissolved and washed out by rains. Creosotes eat the ironwork and waste rapidly. As the result of long experimenting railroads hope to soon discover an inexpensive emulsion that will spread readily, be thoroughly absorbed, and which will not dilute nor dry up. Until they do desirable wood preservation methods must remain a serious problem.

### **Mexican Forests.**

It is said that Mexican forests equal in area those of the United States. They contain large quantities of high-class woods, as mahogany, cedar and rosewood, which are not native to this country. These rich timber lands are almost untouched, owing to the fact that homes and industries were first established in regions suitable for agriculture, and railroads and bridges constructed throughout the same sections. At present, however, more than 4,000 miles of railway are being built, a large part of which will go through these dense forests, as well as traverse the farming and mineral lands.



# Pert, Pertinent and Impertinent.

## SOME CHRISTMAS TOASTS.

### The Irish Quaker.

Let us fill up once more to McCormick.  
He's a jovial, good-hearted wight.  
'Tho he cuss you 'fer fair,  
There's no cause for a scare.  
Since his bark is lots worse than his bite!

### The Pride of Memphis.

Drink 'em down once again to Jess Thompson,  
Cleopatra's descendant is he;  
He's a chap of fine parts,  
And a smasher of hearts,  
Like his lovely ancestress, you see!

### The Bard of Oshkosh.

Just pause for a moment while one more we quaff  
To that 'lustrious lumberman William Wagstaff;  
He's a poet, by gosh!  
And he lives in Oshkosh;  
May he live till he's written his own epitaph!

### Approval.

Every time you agree with a man he applauds your good judgment.

### A Genius.

A genius is a man who can coax some other fellow to propel his canoe for him.

### Men and Boys.

There are lots of small boys and fully as many "small" men.

### Duo of Talent.

Courage and caution comprise a splendid working team.

### Not Chums.

Mirth and the blues are never on good terms.

### Easy Money.

The money that comes easy is hard to keep.

### True.

Some men believe everything they hear, others believe nothing; both are equally foolish.

### Beware.

Beware of the man who thinks he owns the earth; he may try to unload a chunk of it on you.

### What Tells.

It is not what you know, but what you can make other people believe you know that counts.

### Let Her Talk.

Don't waste words when talking to a woman; cut your stories short and let her talk.

### Good Sense.

Ask any price for lumber you like—it's your lumber—but represent it just as it is; that's business, and it's honest.

### Few, Indeed.

Few men are blacker than they are painted, or whiter than they are white-washed.

### Often.

There is often a good deal more business in a church than there is religion in a place of business.

### Two Kinds.

There are said to be two classes of women—those who like fine clothes, and those who are dead.

### Did It?

Did it ever occur to you that nearly all the essays on the art of acquiring wealth are written by impecunious newspaper men?

### It Pays.

It pays to advertise—even the carpenter puts dependence on his adze.

### Costly.

Laziness is the costliest thing in the world.

### Crooked.

Some men's natural bent seems to be fashioned after a corkscrew.

### Allied.

Hustling and happiness are closely allied.

### Most Boys.

When a boy is 18, he wonders if he will ever be as ignorant as his father.

### Unfortunate.

It is unfortunate that renovating a man does not regenerate him.

### The Root.

Incompatibility of finances is the root of a good many divorce cases.

### Just Figuring.

The only difference between an undertaker and a funeral director is in their methods of figuring.

### The Difference.

The difference between a saint and a sinner is that every saint has a past and every sinner a future.

## THE HARDWOOD BUSINESS OF 1905.



**Hardwood Lumberman:** It's been a pretty fair year, I thank you, and I've no kick coming.

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# AMERICAN FOREST TREES.

TWENTY-FOURTH PAPER.

## Black Gum.

*Nyssa sylvatica* Marsh.

Black gum grows from the Kenebec river in Maine to Tampa Bay, Fla.; westward to southern Ontario and southern Michigan; southward through Missouri, as far as the Brazos river in Texas.

In the states of New Jersey, Pennsylvania, Delaware, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Alabama, Florida, Mississippi, Louisiana, Illinois and Indiana it is called by the above name; sour gum is the term applied to it in Vermont, Massachusetts, Rhode Island, New York, New Jersey, Delaware, South Carolina, Alabama, Florida, Mississippi, Texas, Ohio, Indiana and Illinois; tupelo in Massachusetts, Rhode Island, New Jersey, Delaware, South Carolina, Alabama, Florida, Mississippi, Texas, Illinois and Ohio; it is frequently referred to as pepperidge in Vermont, Massachusetts, Rhode Island, New York, New Jersey, South Carolina, Tennessee, Michigan, Ohio and Ontario; in Tennessee it is sometimes called wild pear-tree and yellow gum-tree; gum in Maryland; stinkwood in West Virginia; tupelo gum in Florida.

Various forms of the genus *Nyssa* have been botanized specifically by different authorities, but they are so closely connected and have so few distinct characteristics that they may well be united into one polymorphous species, under the classification given by Marshall—*Nyssa sylvatica*—rather than the later and more familiar one recorded by Wangenheim, *Nyssa multiflora*.

The leaves of black gum are simple and alternate; not serrate. They are attached by very short petioles, which are fuzzy when young; they are a rich, brilliant green above and lighter below; rather thick, with prominent midrib. As early as the latter part of August the leaves commence to turn a gorgeous red, making the tree in its autumn dress almost as beautiful as the scarlet maple.

The flowers are greenish and inconspicuous, growing in thick clusters, the staminate ones small and plentiful, the pistillate ones larger. They bloom in April, May or June.

The fruit of black gum is about one and a half inches long; made of it is a rough, oval pit; the pulp is acrid until mellowed by frost.

The bark of black gum is very irregular and rough and broken into scale like sections. It

is grayish in color. The branches are horizontal and give the tree a broad, spreadout appearance; the branchlets are short and spur-like. It occasionally attains a height of a hundred feet, but such specimens are rare. The tree shown in the accompanying illustration was thirty-six inches in diameter at the stump line and forty feet to the first limb.

frequently found in deep swamps; in such surroundings the base of the trunk becomes much distended.

The heartwood of black gum is light brown, yellow, or even white; the sapwood is not easily distinguished and is of very fine grain; the medullary rays are numerous and very thin. In structural qualities the wood is not

exceedingly hard, but very heavy, strong and tough, having the fibers interlaced, which renders it difficult to work. It is inclined to check unless carefully seasoned, and is not durable in contact with the soil, containing as it does numerous small open ducts. It is used in the manufacture of hubs, pulleys, rollers, ox-yokes, woodenware, and in Virginia is frequently employed in ship-building. A cubic foot of seasoned wood weighs thirty-nine pounds.

While the wood of black gum is largely sap, it is almost as tough and unyielding as hickory itself. It is more than probable that the investigation now in progress looking toward the utilization of black gum for pulp purposes will eventually place it in the pulp-wood class. However, it presents possibilities in the way of a merchantable lumber product that will warrant any lumberman owning quantities of the stumpage in continuing experiments in drying processes until he may have solved the problem of treating the wood so that it will remain straight.

The gum tree figures in many a story of old plantation days in the South. At Christmas a great gum log was kindled upon the hearth, and so long as it burned the darkies were exempt from all work upon the plantation. Knowing that they would be called upon to build the fire they commenced preparations in early autumn. As soon as the sap ceased to flow downward they would cut a big gum tree and sink it in a river or pond, where they allowed it to soak until nearly Christmas. When once ignited by the great fire which they built around it it naturally burned a very long time, sometimes for more than

a week. We may picture to ourselves the innocent surprise displayed by the perpetrators of the joke.

Although the name applied to it in many localities would so indicate, black gum should not be confused with tupelo gum or bay popular, under which latter name it is often sold, although the general appearance of the tree and often of the wood is very similar. Black



TYPICAL BLACK GUM FOREST GROWTH, BLOUNT COUNTY, TENN.

It was photographed upon the magnificent timber property of the Little River Lumber Company in Blount county, Tennessee. Black gum reaches its maximum development in the South, where it is much more familiar and better appreciated than elsewhere in this country. It thrives on the borders of swamps or on high, rich uplands, among pine and hardwood growth. In the far South it is



gum grows in many localities interspersed with cypress, tupelo and red gum, although ordinarily it is not as prolific a grower. This feature of its distribution is found in Arkansas and down the Mississippi river, almost to

under this method of sawing it exhibits many beauties of grain. This wood possesses another quality that is not generally known; it will take a stain in mahogany tones that is equal to any other wood growing in the United States. When it is quarter-sawed, properly stained and handsomely finished it exhibits a "stripe" and beauty of grain that is not exceeded by the finest mahogany.



PRINT OF BLACK GUM LEAF, ACTUAL SIZE.

its mouth and along the Gulf and lower Atlantic coast to Florida. Generally speaking, black gum is larger bodied than tupelo. While tupelo is soft, approximating in many instances the texture of poplar, black gum is hard and yellowish in color. The grain is also very much more involved. In some localities it is known as hickory poplar. It therefore will readily be seen that it is an extremely difficult wood to season, as under ordinary methods it is almost impossible to hold it straight in either air or kiln drying. The best method of handling black gum for commercial purposes is to quarter-saw it, and



FLOWERS, FRUIT AND FOLIAGE OF BLACK GUM.

When good methods of seasoning black gum have been discovered and put into practice the wood will rank very high for interior finish, the production of high-class furniture and for other uses where a particularly showy color and figure are desirable.

Up to this time comparatively little is known about black gum. It has been the neglected tree of the southern forest. As time progresses and lumbermen learn to practice forest economy and to rescue from their timber everything that is of value black gum will surely become a wood of no inconsiderable importance.

## Anecdote and Incident.

### Finds an Iron Mine Almost Daily.

E. H. Fall of Port Clinton, O., who for many years has been an exporter of black walnut in the form of waney board timber and squares has accumulated in his sawmill experience a most wonderful collection of the product of iron mines, which he has found in his walnut timber. Mr. Fall says he only saves an occasional specimen at that, and has encountered as high as eighty-six specimens of iron in a single day's sawing.

Among the curiosities of this sort exhibited in his office is a three-quarter inch king bolt, sawed entirely through; a section of a scythe; a part of a log chain; a staple to which evidently was originally attached a boy's muskrat trap, with a portion of the chain; and a row of wrought iron spikes, at least a dozen in number. It would seem

from this collection of iron which Mr. Fall has discovered in cutting up black walnut that it must have been the favorite employment of country boys for the last half century or more to drive into the bodies of trees or hang into their forks iron in various forms.

Mr. Fall says that he would like to saw black walnut timber with a band mill, but in view of the difficulties encountered he is obliged to stick to the circular saw. He uses a thin Atkins inserted tooth sixty-inch circular, and he states that after cutting a half or three-quarter inch bolt in two with this kind of a saw he can ordinarily replace the damaged teeth and get his sawmill in operation in about twenty minutes. He says he doesn't know what would happen if he should attempt to perform the same "stunts" with

a band mill, but he imagines that the band saw would be distributed in sections over a considerable area of his plant.

### Perambulating Sawmills.

An item extracted from the *Contra Costa*, N. Y., Democrat of December 1 recites: "Andrew Jennings, with his sawmill and engine, passed through this place Friday, on his way to Merton Vunk's, where he had engaged to saw a quantity of timber for Mr. Vunk."

To the owner of the big sawmill, with a daily capacity of 100,000 to 250,000 feet of lumber, such items look queer enough, but throughout the unsettled sections of this country a considerable quantity of hardwoods is cut on the coffee-pot sawmill even to this day. The farmer engages the portable mill man to saw the logs which he has harvested from his wood lot into fencing, fence posts, sills, girders, studding and rafters. Very likely the better logs will be sold to some lumber manufacturer at a distant point, who will ship them to his mill by rail; but for his domestic use in the aggregate a very large quantity of lumber is produced on the little mill.

### A Foul Murder.

An Albany, N. Y., daily gives the following dramatic and thrilling dissertation under the time-worn title, "Woodman, Spare That Tree":

A fine, vigorous oak tree was cut down in this city recently because it was in the way of a contractor. A little care would have saved the tree.

It took nature a long time—centuries—to grow the tree. With ax and saw it was destroyed in an hour.

To him who loves a noble tree the sight was a touching one. There lay the kingly giant stretched out at full length—dead in his place. The good monarch had fallen from his throne and none were so poor as to do him reverence.

While it stood upright and faced the world what a history was told by its whispering leaves! The weary tribes of the wandering feet had been sheltered by its shade. When the pale face came he rested under its branches towering to the skies. Happy children had found in it a friend. The tree had long ago earned its right to be in the place where it stood.

When the fierce gust of winter days long, long ago pitched upon it the tree stood firm. The winds served but to help it in its struggle downward and outward and upward. In the battle with the storm it girt its belt of bark more tightly around its form, toughened its fibers for the fray and drove its roots deeper down. The tree had done its best. It had held for hundreds of years the place nature gave it to defend.

This tree was foully murdered—murdered by a man who did not know and who did not care. Felt commercialism struck the blow. It was murdered for money.

Some day not far away the man who chops down a tree in a city, save by public permission and dire necessity, will be punished.

And the sentence will be pronounced in the name of decency and of art and of gratitude, in the name of the thousands who have used the tree and in the name of little children who have played beneath its shelter.

Spare the trees!

Spare them most of all in the town which needs them so much. Spare them in their youthful vigor and in their grandeur and old age. In the hope of beauty spare them. Spare them in the spirit of gratitude. Spare them in the name of God whose goodness they speak.



# The Lumber Industry in the Philippines.

The annual growth of the Philippine forests is estimated to be 1,400,000,000 cubic feet, or nearly three times the amount of the cut for 1900 in the whole United States. In the islands are not less than 40,000,000 acres of fine timber, which may some day be used



FELLING A LARGE TREE ABOVE DEFECTIVE BUTT.

to replace the rapidly depleting stocks of the world. At the present time fully ninety-nine per cent of this annual growth is not utilized. Nothing of importance is being done except by one company to take advantage of the situation. Government statistics show that in the group of islands extending from Mindoro to Paragua there are more than 4,000,000 acres of primeval forest extending from the beach back to the mountain tops. The island of Mindanao alone, with an area of 23,000,000 acres, is almost entirely covered with rich forests, which have been allowed to stand untouched by the axe for centuries. The Forest

Department, in a recent bulletin, says that the island of Negros has been cut over "rather thoroughly" for many years, yet the Insular Lumber Company has found a virgin forest there of about eighty square miles, with lumber sufficient to keep a mill going for fifty years, cutting 125,000 feet every day in the year! Today the government has thousands of acres of timber land on which franchises to cut and manufacture can readily be obtained. In Negros alone reputable authorities describe a magnificent forest of mammoth trees, frequently ten feet in diameter and a hundred and twenty-five to the first limb. In the same forest, which covers nearly sixty square miles, no acre averages less than 40,000 feet board measure, and some even as high as 240,000 feet, while in the United States a forest that will average 5,000 feet to the acre constitutes a fortune. The Negros forests consist for the most part of lauan, a wood which is considered the most valuable in the islands. It is neither very hard nor very soft, easily worked and handsomely grained, suitable for inside finish and for furniture.

Along the first military road cut through Mindanao are decaying millions of feet of mahogany, ebony and all sorts of precious woods, which formed a dense forest, and until cut away for fifty feet on each side of the road made it almost impassable, because of the moisture they conserved.

Chas. E. Wheeler, in writing for the Manila Bulletin, says: "All the genius of the Yankee has been directed to accomplishing in the forest what today is specially applicable to the Philippines, a *modus operandi* which shall call for a maximum of machinery and a minimum of labor. The American sawmill, with its auxiliaries—its loggers, its cables, its railroads—fulfills every requirement, and yet today we are laboriously plodding on our way, hitching up a dozen carabao to a log,

dragging it through trails three or four miles, landing it at the sea shore, and thus proceeding until a fair number at great expense and time have been collected. Then comes the chartering of some 'hooker,' the dragging of the logs to the boat, the bringing of them to



FINE PIANO TOP LOG LEFT IN WOODS TO ROT.

Manila, the discharge, the lightering, the hauling of them up esteros, and then appears the wiseacre, omnipresent, omniscient, who solemnly wags his head, and calls attention to the fact that no lumbering concern in the islands has ever proved a commercial success."

The great reason for this is the absence of anything modern in methods of operation. Everything done by the natives is primitive in the extreme. Outside of Manila there is but one mill which may be said to employ up-to-date ideas in the manufacture of lumber, and that mill is insignificant indeed when compared with those operating in the great



FOUR CARABAOS SKIDDING LOG DOWN RIVER.



PREPARING SMALL RAFTS OF HEWN TIMBER IN UPPER RIVERS.







CLEMENT E. LLOYD, JR.,  
PHILADELPHIA.

lumbering regions of the States. Waste is conspicuous from the moment the native commences to fell the tree with his "bolo" until it appears upon the market as lumber.

Of the forty sawmills in Manila but three (those of John Gibson, the Philippine Lumber & Development Company and the B. W. Cadwallader Company) are fairly high type American steam mills, equipped with band saws and other modern appliances. The Manila Sawmill is equipped with a gang and circular saws. Most of the other mills saw by hand, or send their logs to the steam mills. Before their introduction sawing prices in Manila were double those commanded at present. The total capacity of the steam mills is about 100,000 feet per day; but since the amount of timber arriving in Manila each month is only a little over a million feet, it is impossible to run the mills on full time, or to keep up with orders.

The native inhabitants are difficult to deal with in many ways. A Filipino handler receives a fine shipment of logs and then spends several weeks investigating the market; until he has done so thoroughly he will not sell at any price. At the end of that time, if he finds a shortage of his particular kind of stock, he will invariably raise the price, perhaps as high as sixty per cent. To find competent and reliable native labor is another obstacle which confronts the mill man. It is equally difficult to secure skilled help from the United States.

Not the least of the troubles which first beset the pioneer lumbermen, who are now successfully operating in Manila, was their unfamiliarity with the Philippine woods. Those of Cuba and North and Central America can not compare in refractory qualities with dungon, betis and other varieties, which come upon the market in comparatively large quantities. After much experimenting the Manila sawmills are now handling these woods to their own satisfaction as well as that of their customers. One foreman says that he can saw the hardest and toughest of them with the same saw and methods that he employed in the States on hard maple, and he has fitted up his mill accordingly. Another uses slower feed on the ordinary hardwoods, while on betis and dungon he uses vertical gang saws, which give satisfaction, though slower results than does the band saw. Another expert mill man alleges that a slow, steady feed with a band saw is the desidera-

tum in sawing the hardest varieties. He employs eight or ten natives or Chinese and two American laborers to operate his mill.

A large quantity of the timber brought to the Manila market is in square logs, which are invariably a source of annoyance to mill men, because most of them are dry and therefore much more difficult to saw. The Chinese lumberman, however, usually keeps his logs in water until he is ready to market them.

Since the advent of the steam plants the business of the small hand mills operated by Filipinos and Chinese is quite different. They now do but little sawing, confining their operations to buying and selling, although some of the very thin lumber is still sawn by hand, to avoid waste, which the frugal Chinaman objects to, and which is caused by the thicker saws of the steam mills. The circular and gang sawmills produce first-class lumber, although they lack many of the modern appliances. The Insular Lumber Company, operating in Negros, is using the only steam mill of importance outside Manila. Its capacity is 12,000 feet per day. A few portables are operating in the provinces, but on the whole very little lumber is being manufactured elsewhere.

The prices for sawing logs at Manila vary according to the hardness of the wood, from fifteen to forty pesos, averaging about twenty-five pesos per thousand feet. The following statistics show the quantity of lumber manufactured, the names of the most important woods and the price of each in pesos—one peso being equal to about fifty cents United States currency:

For ten months from July 1, 1904, timber shipped to Manila, 10,751,152 feet.	
CAPACITIES OF MANILA MILLS.	
	Feet per day.
B. W. Cadwallader Co. . . . .	30,000
The John Gibson Mill . . . . .	20,000
Manila Sawmill . . . . .	20,000
Philippine Lumber & Development Co. . . . .	15,000
Tuason & San Pedro. . . . .	15,000
Total . . . . .	100,000
PRICES OF NATIVE LUMBER.	
Species—	Price per M feet.
	Pesos.
Apitong . . . . .	90.00 to 100.00
Araguigui . . . . .	120.00 to 140.00
Acle . . . . .	240.00 to 300.00
Alanza . . . . .	140.00 to 160.00
Betis . . . . .	250.00 to 280.00
Calantas . . . . .	140.00 to 160.00
Dungon . . . . .	260.00 to 320.00
Guijo . . . . .	140.00 to 160.00
Ipil . . . . .	240.00 to 300.00
Lauan . . . . .	80.00
Molave . . . . .	260.00 to 320.00
Nato . . . . .	120.00 to 140.00
Narra, white . . . . .	240.00 to 300.00
Narra, red . . . . .	260.00 to 320.00
Supa . . . . .	160.00 to 200.00
Tanguile . . . . .	100.00
Yacal . . . . .	180.00 to 240.00

## Builders of Lumber History.

NUMBER XVIII.

Clement E. Lloyd, Jr.

(See Portrait Supplement.)

With this Christmas number of the HARDWOOD RECORD is completed its first year under its present management, and as its twenty-fifth supplementary picture is presented the portrait of Clement E. Lloyd, Jr., of Philadelphia, sales manager of the Cherry

River Boom & Lumber Company. It is hoped that the readers of the articles that have appeared in each issue have found more than the fulsome compliment or mere citation of facts which comprise many of the biographical sketches of the modern trade paper.

The RECORD has endeavored to show that there is an ethical value in these chronicles

of business success far beyond that of dollars and cents. In his recent message President Roosevelt said: "This government stands for manhood first, and for business only as an adjunct of manhood, and in such a republic as ours the one thing we cannot afford to neglect is the problem of turning out decent citizens." We could get along without the poets, the artists, the musicians, although it must be confessed that their efforts "add to the gaiety of nations," but we can only write ourselves down as a prosperous country while the sturdy honest business man sits behind the office door and works out the ever wonderful problems of trade. Believing thoroughly that "what a man does he is," it is with great pleasure that the RECORD adds this narrative of the achievements of Clement E. Lloyd, Jr., to those of other hardwood lumbermen.

Mr. Lloyd is of Quaker stock; his ancestors came to this country with William Penn. Both his mother, who was Irene E. Githens, and his father, Clement E. Lloyd, belong to families whose names are identified with the earliest days of Philadelphia. Mr. Lloyd was born August 11, 1868, in a Philadelphia suburb and received his education in the public schools of that city. His first business venture was railroad work, which he pursued from 1884 until 1887, when he determined to become a lumberman and accepted a position with Robert B. Wheeler. He was under Mr. Wheeler's most capable tutelage until 1891, when he moved to Cincinnati and worked for John Streight. In 1894, however, Mr. Lloyd returned to Philadelphia and bought and sold lumber on his own account. This broadened his acquaintance in both west and south. In 1899 he organized and took charge of the hardwood department of William Whitmer & Sons, Inc., and for three years made this branch of their business a prominent and successful adjunct. It was from this alliance that he gained his knowledge of spruce which makes him such a factor in the commercial success of the Cherry River Boom & Lumber Company, which he entered as sales manager in 1902. The members of this company might have come from Missouri, as Mr. Lloyd has been able to "show" a phenomenal increase in the sales of the last four years.

In 1902 the shipments of the Cherry River Boom & Lumber Company aggregated 30,000,000 feet; in 1903 there was an increase of 6,000,000 feet; in 1904 the sales piled up to such an extent that the mills were kept running day and night, and 46,000,000 feet of lumber was the record of that year. This was discounted in 1905, when 60,000,000 feet were sold from the company's mills, besides 10,000,000 feet purchased from outside concerns. This phenomenal showing is more remarkable when it is known that most of the sales are in from one to five carload lots. This year the Cherry River Boom & Lumber Company has acquired the property of the Gauley Company in West Virginia, a description of which appeared in the issue of the HARDWOOD RECORD of Nov. 25, and it is its



intention to run this new plant at its fullest capacity. With this great stock to market it is fortunate that the general sales offices of the company are located in Philadelphia, which is perhaps the central city as regards the great consuming districts. Geographically considered, Philadelphia is an ideal location. From Boston to Chicago and from Buffalo to Washington, all of which territory is covered by one from Mr. Lloyd's safe department, the Quaker city is the central pivot.

Personally "Clem" Lloyd, as he is known to his intimates, does not impress one with the dynamic energy which his accomplishments disclose. He has inherited the calm and quiet of his Quaker ancestry. He speaks slowly, but the mind behind the words acts with rapidity and sure judgment.

He has recently built a delightful home in Oak Lane, a Philadelphia suburb, where he has been identified with the social life since his marriage to May Carson Hansell in 1899. One child, Robert Harold Lloyd, a lad of four years, is his father's pride. Mr. Lloyd is president of the Oak Lane Association and a

member of the Business Men's Club of that place. The family attends the Reformed church and Mr. Lloyd is on a number of its committees. He has property interests both in Philadelphia and Oak Lane and also looks after his grandfather's estate. He is interested with C. Boice in his new Boice Lumber Company, and is third vice president of the National Hardwood Lumber Association, making a variety of interests for so young a man.

The world has been called a hard one by many an unsuccessful toiler, but in the long run it will be found to be an eminently just one. Men of ability and integrity are constantly sought to fill its places of responsibility and those who have these qualifications are sure to find employment. It always has been and always will be more difficult to find talents for the places than places for the talents. The HARDWOOD RECORD congratulates the Cherry River Boom & Lumber Company on finding just the right talents for the difficult place of sales manager of its big enterprise.

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### Prices of Wagon Stock.

CLEVELAND, Dec. 12.—Editor HARDWOOD RECORD: In regard to the matter of prices on wagon wood work, would state we think it is a little early to endeavor to fix any prices, but that preference should be given to the matter of organization and divisions of the organization in order to accomplish definite results. It would be well to have one central organization, but those manufacturing the different kinds of dimension stock should have their own divisions. Manufacturers of vehicle woodstock should be in a division by themselves, and have their own officers, as the conditions pertaining to the sale and manufacture of wagon stock would not be the same as those pertaining to other lines. We think the steps you have taken are in the right direction, but the matter should be handled carefully from now on and take all points such as we have mentioned into consideration. We are also inclined to believe that this organization should not include those who are exclusive buyers of dimension stock. It is well to treat with these people at the proper time and in an organized way, as detailed below, it would be of any benefit to the organization. Yours sincerely, J. H. P. Smith.

Mr. Smith has had a good deal of experience in the wagon stock, notably in connection with the Vehicle Woodstock Company, and his opinion should bear considerable weight. It goes without saying that it is the intention of the Hardwood Dimension Association to put the matter of each department of dimension under the direct control of a competent person, and the hardwood trade of the country will be intelligently and justly covered.

### Regarding Dimension Stock.

A prominent Kentucky concern writes, under date of Dec. 13, as follows:

Editor HARDWOOD RECORD: If you will favor us with the names of a few of the larger manufacturers of sawed pattern stock and wagon gearing, such as boulds, felloes, gearing, etc., the writer will take the matter up with them and try to get up interest in the next convention. It seems to us that, if perhaps a dozen of the leading manufacturers of this class of material could get together and discuss these matters of price, grades, etc., and then have the committee report and recommend the publication of an official price list, giving as near as possible the sizes used by the general trade and all try to sell as near as possible to this list, it would prove beneficial to the trade in general. During the past month we quoted a price of \$1.85 per set f.o.b. cars on felloes, which we thought as low as we could possibly sell them and make a profit; the buyer showed evidence that he was buying the same article at \$1.20 on a freight rate but 4 cents higher than ours. This experience goes to show the vast difference in prices on this class of stock. Of course, we did not accept the prices offered but held out for the prices we asked, and it ended in the buyers placing an order with us, but a year ago we were just starting in this business, and before we got our eye teeth cut we would no doubt have let the buyer set the price and have tried to meet the other fellow's.

Now what we think is wanted is a quiet discussion among the larger manufacturers of this class of stock, to settle the question of costs, losses by waste, etc., and then when this convention meets to prepare a list to sell by that will give the millman a profit, and let it be generally known that this class of stock is selling to the same buyers at a variation of from \$5 to \$15 per thousand feet. Let the millman make the price and base his list on what lumber is worth plus his expense for loss in waste and manufacturing. There will probably be a howl from the wagon manufacturer, and a threat to put in his own mill, but he will not do it, at least not unless the price asked by the millmen becomes exorbitant, for the simple reason that it costs the wagon manufacturer more to cut his own mills and operate than to buy the stock, even if the price be greatly increased. The writer fears of an attempt of this kind made in his own territory, and would be willing to take for his profit the loss that was added to the mill and this is not an exceptional case. The mill was credited with the loss of the same prices we were getting and we made our money, but if we could have had added to our profit the loss per thousand this mill sustained we would have wanted nothing better in the line of sawmill work than cutting dimension stock.

It is very gratifying to note the widespread interest being taken in the work of

the new Hardwood Dimension Association. If manufacturers of the above named material will forward their names to this office they will be put in touch with the writer of this letter.—EDITOR.

### Addresses of Buyers of Gun Stocks Wanted.

PORT CLINTON, O., Dec. 16.—Editor HARDWOOD RECORD: I handle upwards of 2,000,000 feet of old-fashioned Ohio black walnut annually, in the form of waney board timber and squares for export. Can you supply me with a list of buyers of black walnut gun stocks? I should be pleased to negotiate with reliable concerns to supply several hundred thousand each year, either in the form of gun stock blanks or finished stocks. Any information you can get me on this subject will be highly appreciated.

The HARDWOOD RECORD will be glad to receive the addresses of persons interested in the purchase of this material, and on receipt will supply to them the address of the correspondent. EDITOR.

### Information About Hickory Wanted.

BRIGHTON, TENN., Dec. 15.—Editor HARDWOOD RECORD: We would like to have information as to what to cut, how to handle and where to market the cut of a lot of hickory logs, 12 feet 8 inches long, 14 to 30 inches in diameter. This information or where to get it through the medium of your much appreciated journal will be thankfully received.—COMPANY.

Will some of our readers familiar with the manufacture or use of hickory suggest some available dimension stock into which hickory logs of the length named can be advantageously and profitably manufactured? Anyone interested can have this correspondent's name and address upon application. EDITOR.

### Thinks He Knows the Owner.

CLEVELAND, O., Dec. 12.—Editor HARDWOOD RECORD: I have just noticed the pocket expense account which was picked up a few days ago on the floor of your office, and published in this week's RECORD. I think the handwriting looks very much like that of J. H. P. Smith of Parkersburg, W. Va., who called me up by long distance phone from Detroit a few days ago and advised me he was going to Chicago, and I think if you will investigate the matter you will find that it belongs to the aforesaid Smith. Yours truly, ———.

If our correspondent is correct in his deductions, Mr. Smith can have the original of the expense account on application.—EDITOR.

### "Subscriber."

CINCINNATI, O., Dec. 14.—Editor HARDWOOD RECORD: Will you kindly answer through your edition of Dec. 25, about what percentage of firsts and seconds there will be in a carload of maple, that is log run, with all the mill culls out and all the firsts and seconds in? This does not refer to any particular lumberman's grade, but the information asked is general.

A SUBSCRIBER.

If the writer of the above will supply his address as an evidence of good faith (not for publication) his inquiry will be promptly answered. EDITOR.

### Wants Ash Squares.

PHILADELPHIA, PA., Dec. 15.—Editor HARDWOOD RECORD: Can you tell us of a good place to buy ash squares suitable for making fork handles? LUMBER COMPANY.

If manufacturers of this sort of dimension stock will send their addresses to the HARDWOOD RECORD, the name of the above inquirer will be supplied them. EDITOR.



## Piling Hardwood Lumber.

A few days ago a customer wanted to know where he could dispose of a quantity of dry gum lumber. Inquiry as to the quality of the stock developed the fact that while it was the best Mississippi gum, the stock had not been properly cared for and had become stained in drying, rendering it no better for market purposes than sap common. Many lumbermen, including the above customer, might be criticised on their carelessness in looking after lumber from the time it leaves the saw. If one should go out into the woods, cut down trees and leave them to rot, it would be considered a wanton waste and would arouse general indignation; yet that is in substance what a man does who cuts good logs into lumber and then allows it to deteriorate through lack of attention in piling and drying. This carelessness is partially due to ignorance, for there is no question that operators are now merely learning the A B C's of drying lumber. Quantities of lumber could be saved from going to waste by proper attention, and the use of what information is available on the subject. Such waste should not be permitted by even the small and ill-informed mill man.

Let us consider this matter thoroughly, seeking out the various difficulties and applying the remedies at hand. The first important item is the foundation for piling lumber. "That's a small matter," one may say, and suiting the action to the word, throw down a rotten plank or timber at some level place in the ground and proceed to pile, not stopping to think that lumber should be piled so that the air can circulate freely through it. It will do very well to pile it near the earth provided it is placed upon a rise, but lumber from the mill usually goes out upon level ground or down hill, to facilitate the movement of loaded trucks, thus reversing proper conditions. This being the case, the thing to do is to raise the foundation several feet. In fact, the need for this is almost imperative in the southern hardwood country, where most of the piling is on low ground. A yard man in charge of one of the big southern mills recently complained that the heaviest burden of his work was endeavoring to prevent lumber from staining in the piles, but confessed it impossible of accomplishment, because of the amount of moisture prevailing, especially in the spring, which not only comes in the form of rain, but in heavy fogs and mists. Yet in that immense yard there was not a single pile of lumber set clear of the ground on posts. Piling cull lumber and timber one on top of another not only helps shut out the air, but actually aids in furnishing a surplus of moisture underneath the piles. What was done in this southern yard is being done in others right along.

This is only one point in considering the piling of lumber, and two others of importance are sizes and pitch. We all know what pitch is for, but sometimes either forget it

entirely or provide for about half enough; and when it comes to the size of the foundations we are prone to be governed by the length of the material at hand instead of by any logical regard for providing necessary ventilation all through the pile. When one sees the material that comes out of the center of some of the big piles, especially toward the bottom, it seems as though to make every pile six feet in width, with a space allowance of at least four feet between, is almost a necessity. Still, there are ways to successfully pile lumber on wider foundations, twelve feet perhaps, but in order to do it it seems essential to resurrect an old practice, either long forgotten or repeatedly neglected, known as tunneling. Twenty-five years ago it was a practice resorted to by yellow pine manufacturers to prevent bluing during the late summer season. This idea, however, seems to have been abandoned with the development of the dry kiln, but a few years ago it was brought up again in connection with caring for red gum cooperage stock, and the fact was demonstrated that tunneling is one of the best methods that can be resorted to to prevent staining. It is strange, however, that while many know about tunneling and understand its advantages, there are prominent mill men who do not know what is meant by making tunnels in lumber piles, and for their benefit it may be well to explain at more length.

Suppose, for example, there is a pile foundation twelve feet wide, instead of the prescribed six feet. Instead of piling solidly over the entire foundation, start a five-foot pile at each side, leaving two feet of empty space between, until these piles are four or

even six feet high; then join the two together and pile across the entire twelve feet, leaving what will be in effect a tunnel right through the center of the pile at the bottom. Again, suppose there are two six-foot piling foundations standing with three or four feet of space between them. After the piles have reached four, five or six feet in height, lap across with liner strips, join the two piles together and make a solid pile from there on. "What is to be gained by this?" may be asked. "Why not let the two six-foot piles all be built up as they are and leave the space open between them all the way up?" This tunnel through the center of the pile at the bottom forms what might be termed an induction channel, because it induces free entrance of air. By joining the pile across the top of it instead of leaving the space open, the lumber above the tunnel serves as what might be termed baffle boards, preventing the air from going straight up and forcing its distribution and circulation throughout the entire pile. It is because of this feature that it may be found better to join two six-foot piles together and form a tunnel than to leave an open alley between them.

A number of other points are worthy of discussion in this connection, but primarily let us try to remember that one of two things must be regarded in starting lumber piles: They must either be built on a high point of ground, so that there will be a free movement of air all around them, or if not convenient to do that, they must be raised off the ground and circulation induced. The height from the ground will depend upon local surroundings considerably, but carry out the idea that there must be air at the bottom of the pile, and if not already familiar with it, try the tunnel plan to induce circulation.

## A Lumberman's Letters to His Son.

CHICAGO, Dec. 13, 1905.

My Dear Son: So you are in Philadelphia! This perverted taste you have acquired of hanging around the big cities down east and getting me up against all sorts of trouble in place of sticking to the country trade makes me sick.

I am living in hopes that you may eventually pick up a little commercial sagacity. There is mighty little money for a western lumberman in the trade of the big cities. Competition is too strong and the talent down East knows its business a mighty sight better than you do. In the metropolitan trade you will ordinarily secure but two classes of trade—from the wise gazabo who tangles you up in a deal where you will lose money, and from the irresponsible buyer who will not pay for your goods.

I think your reputation as a story teller is doing you no particular good. A man isn't buying lumber when you are relating risque anecdotes to him or otherwise exhibiting your personal accomplishments. Be pleasant, but don't try to be an entertainer.

I sympathize with you in your finding

Philadelphia a trifle slow—I'm not talking about business now. The only real wicked thing that happens in that town nowadays is comic opera. Everything bad is barred there with the exception of theatrical productions in which there is an exhibition of more tights than talent—which reminds me that I wrote you some days ago to come home. Since then I have not had an order from you, but I have had most extraordinary calls for coin. Was it Daisy or some of Daisy's sisters who put it into your fool head that there were a lot of soft orders waiting for you at Philadelphia? You have got to cut out this comic opera habit of yours and do it quick. You get back to Chicago.

Your affectionate Father.

P. S.—Your mother needs you to assist her in a series of pink teas that she's going to pull off.

A new concern at Franklinsville, N. C., has been organized by George W. Stokes & Son, Clarence H. Burnell and Luther S. Leach, Jr., of Jamestown. It is capitalized at \$30,000 and will deal in timber lands, build sawmills, etc. The new company will be known as the Franklinsville Veneer & Lumber Company.



## Veneer and Panel Manufacturers' Association.

The National Veneer & Panel Manufacturers' Association met in Chicago on Dec. 19, at the Auditorium Hotel, President D. E. Kline of Louisville, Ky., presiding. Representatives from twenty states responded to the roll call read by Secretary E. H. Defebaugh of Louisville.

Chairman Kline, in his address to the association, said: "I represent, with Mr. Defebaugh, a committee of five members who called this meeting in an endeavor to get enough veneer men together to bring about a good, live organization. There seems to be in some quarters a feeling that the veneer and panel men should be antagonistic to each other, owing to the fact that the panel men purchase a share of their material from the veneer men, but it is my opinion that this need not be an obstacle."

assess the members an additional \$25, a maximum of \$35 per annum.

Regular meetings of the association shall be held twice a year, the president having power to call special meetings.

In the discussion following the motion for adoption of the constitution and by-laws, the question was asked: "How can the interest of the veneer and panel manufacturers be harmonized?" It was generally conceded that their interests were identical in so far as the majority of veneer men were panel men, and the majority of panel men, veneer manufacturers. On motion of C. Fred Yegge it was decided that a nomination committee be appointed to select officers and report at Wednesday's session.

S. P. Anderson said: "It seems to me the important work of this meeting today is the adoption of grades to form a basis of better values in the veneer and panel business, and therefore I make a motion that a committee of five be appointed to report Wednesday on grades and specifications."

This motion was adopted.

### COMMITTEES.

On motion of W. S. Walker a committee of three was appointed to prepare slips on which manufacturers could, without signing their names, report what they were getting for panel stock, the accurate information gained thereby, showing the inconsistency of present prices, to be read and discussed at a subsequent session.

President Kline then appointed committees as follows:

Nomination—C. F. Yegge, M. C. Dow, R. H. Rayburn.

Grading Veneers—S. B. Anderson, H. M. McCracken, E. W. Benjamin, M. W. Perry, R. C. Dayton.

Grading Panels—W. S. Walker, F. D. Hatch, L. P. Groffman.

The meeting then adjourned until 10 a. m., Wednesday.

### Wednesday's Session.

The association was called to order Wednesday, at 10 a. m.

S. B. Anderson submitted the report of the committee on grading veneers, herewith presented. The report was adopted as read.

### REPORT OF COMMITTEE ON GRADING VENEERS.

In the description of veneer, width across the grain shall be known as firsts, and length with the grain as seconds.

### ROTARY CUT.

Oak shall be graded as faces and backs.

Faces: Shall be clear and of even thickness; straight checks or splits not to exceed one inch per foot in length of piece, permissible.

Backs: Shall be sound; sound knots, discoloration, straight closed splits and checks open not to exceed one sixteenth inch allowed. pin worm holes shall not be considered a defect.

Base Price: Shall be on fourteen inches and under in width, four feet and under in length, one-eighth stock; an addition of \$1 per thousand feet for each two inches additional width; a charge of \$1 for the first additional foot and \$2 for each further additional foot in length shall be made. Stock under one-eighth inch in thickness (based on twelve inch widths) shall be

proportionately advanced in widths of six inches. These grades and rules shall apply to beech, and such other rotary cut veneers as may be used for faces and backs.

Birch, basswood, cottonwood, poplar, gum and other woods shall be graded as follows:

Clear: No. 1 or drawer bottoms and glass backs; No. 2 or filler stock. This grade shall be perfect, allowing only agreed defects, and will be considered as special stock.

No. 1: This grade shall consist of stock closely and evenly cut; slight defects such as sound knots, discoloration, short closed splits permissible.

No. 2: Will allow knots, knot holes of not to exceed one inch in diameter, slight shakes, checks and worm holes; enough 2 piece and 3-piece stock shall be taken to work up waste while cutting regular widths.

Base price: For No. 1, shall be on ten to fifteen inches in width, and five feet and under in length, on quarter inch stock. \$1 additional shall be charged on fifteen to twenty inches wide,



D. E. KLINE, LOUISVILLE, KY., PRESIDENT.

Letters were read from forty manufacturers expressing enthusiasm in a movement toward bettering the condition of the veneer business, and authorizing the officers to append their names to the membership roll.

### CONSTITUTION AND BY-LAWS.

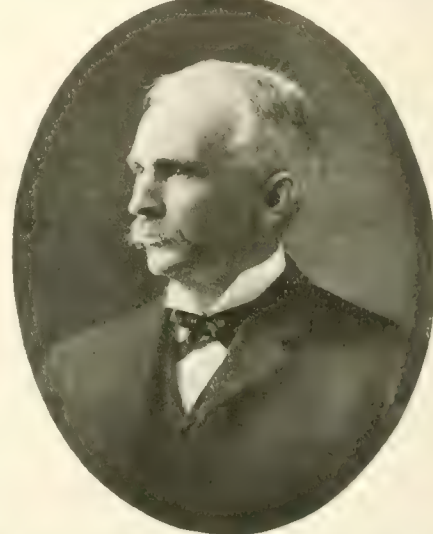
The committee on organization, composed of D. E. Kline, W. S. Walker, H. M. McCracken, L. P. Groffman and the secretary, presented a draft for constitution and by-laws, which were adopted, and which embraced the following resolutions:

The name of the organization shall be the National Veneer & Panel Manufacturers' Association.

Its object shall be to establish and maintain mutual confidence, reciprocity and good will among manufacturers, to promote uniform customs and charges, to educate and disseminate information of value to its membership.

Individuals, firms and corporations engaged in the manufacture and sale of veneers and panels shall be eligible to active membership. Those engaged in the manufacture of machinery and supplies used in the manufacture of veneers and panels shall be eligible as associate members.

The dues of the association shall be \$10 per year, the executive committee having power to



S. B. ANDERSON, MEMPHIS, TENN., CHAIRMAN BOARD OF DIRECTORS.

and an additional \$1 on twenty to twenty-five inches wide; still another \$1 on stock twenty-five to thirty inches wide; stock wider than thirty inches or longer than five feet shall be considered a special grade.

### ELECTION OF OFFICERS.

The nomination committee then reported the following names for officers, and on motion, R. H. Rayburn cast the vote of the association unanimously electing them to hold office for the ensuing year:

President, D. E. Kline, Louisville, Ky.

First vice president, J. A. Underwood, Wausau, Wis.

Second vice president, W. S. Walker, Portsmouth, O.

Third vice president, M. C. Dow, Goshen, Ind.

Secretary-treasurer, E. H. Defebaugh, Louisville, Ky.

Board of directors—Chairman, S. B. Anderson, Memphis, Tenn.; E. W. Benjamin, Cadillac, Mich.; F. D. Hatch, Jamestown, N. Y.; L. P. Groffman, St. Louis, Mo.; M. W. Perry, Ahnapee, Wis.; J. J. Kincaid, Salisbury, N. C.; C. Fred Yegge, Chicago.

On motion, the meeting adjourned until 2 p. m.

## GENERAL DISCUSSION.

The afternoon session was largely occupied in discussion of current prices on panels, especially demonstrating the inconsistencies existing in the business, and further evidencing the necessity of a more friendly feeling and closer relations among manufacturers in these lines. For many years efforts have been made to organize veneer people into an association that would disseminate information for the benefit of the trade. Hitherto it has seemed impossible to arrive at a mutually satisfactory basis upon which these interests could unite. In the words of a member, "Eighteen foot fences have surrounded the factories, and the secrets of the business have been kept under lock and key." However, manufacturers consider that today the organization is an absolute necessity, since timber is scarcer, poorer and more inaccessible, hence higher in price; also labor has advanced ten per cent or more, and with competition in all lines exceedingly keen, modern, up-to-date plants are essential to the successful conduct of business. All these factors point to organization as the only solution of the problems of more just grades and higher standards of prices.

The members decided that there is great necessity for frequent meetings until they are better acquainted, and they hope that every manufacturer, whether making hardwood veneers, sawed veneers, cut veneers, or panels, will be present at the next meeting. It will occur on Feb. 14, 1906, at Chicago.

A vote of thanks was extended to the officers for their untiring efforts in making possible the organization of the National Veneer & Panel Manufacturers' Association, which promises so much for the future welfare of the trade, after which the meeting adjourned.

## Attendance.

Among those present were the following:

R. H. Raybunn, Michigan Veneer Co., Alpena, Mich.  
E. W. Benjamin, Cadillac Veneer Company, Cadillac, Mich.

Charles Thompson, Cadillac Veneer Co., Cadillac, Mich.

M. W. Perry, Ahnapee Veneer & Seating Co., Ahnapee, Wis.

Mr. Haines, Ahnapee Veneer & Seating Co., Ahnapee, Wis.

R. C. Dayton, Wisconsin Veneer Co., Rhineland, Wis.

J. F. Conant, J. I. Conant Mfg. Co., Milwaukee, Wis.

A. L. Hubbard, Huber Hubbard Mfg. Co., Minneapolis.

L. P. Goffman, St. Louis Basket & Box Co., St. Louis.

Shoelman Kuckuck Trunk Top & Veneer Co., St. Louis.

W. S. Walker, Portsmouth Veneer & Panel Co., Portsmouth, O.

H. P. Coe, Coe Mfg. Co., Painesville, O.

J. E. Crandall, Crandall Panel Co., Brockton, N. Y.

F. D. Hatch, Jamestown Panel & Veneer Co., Jamestown, N. Y.

Chas. E. Fisk, Pearl City Veneer Co., Jamestown, N. Y.

M. C. Dow, Goshen Veneer Co., Goshen, Ind.

W. C. Mummert, Mummert Veneer Co., Goshen, Ind.

S. B. Anderson, Andersen Tully Co., Memphis, Tenn.

Mr. Tillman, Tillman-Shannon Co., Trimble, Tenn.

Mr. White, Amer. Basket Mfg. Co., Canastota, N. Y.

D. E. Kline, Louisville Veneer Mills, Louisville, Ky.

H. M. McCracken, Kentucky Veneer Works, Louisville, Ky.

A. L. Stout, Indiana Veneer & Panel Co., New Albany, Ind.

C. Fred Yezge, Chicago Mill & Lumber Co., Chicago.

J. M. Cook, Chicago.

John Higman, Wells Higman Co., Benton Harbor, Mich.

Lyman Catlin, W. H. Frederick Co., Bronson, Mich.

J. A. Satter, Satter Bros. Co., Cattaraugus, N. Y.

E. H. Ferguson, Coffins Box & Lumber Co., Minneapolis.

H. A. Hageman, Indiana Veneer & Lumber Co., Indianapolis.

A. L. Mattes, E. C. Atkins & Co., Indianapolis.

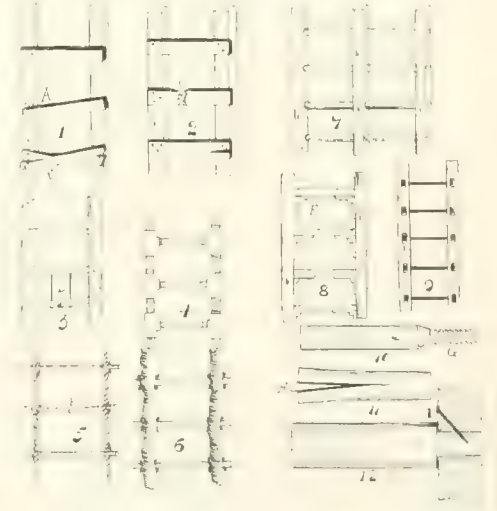
M. C. Moore, Packages, Milwaukee.

A. D. Gordon, Hardwood Record, Chicago.

E. H. Betelbaugh, The Barrel & Box, Louisville.

poorly constructed soft pine ladder, which is very common in factories and shops because of its cheapness. After a very short period of wear the steps, which are simply nailed to the sides as shown, give way at a point indicated by A, perhaps, and the next lower step is fractured by the weight of the person ascending the ladder, as at B. At one factory visited by the writer, a mill hand mounted on a ladder was oiling the bearings of an overhead shafting when the step on which he was standing split and he was precipitated to the floor and injured seriously. The ladder, which was made of heavy hardwood timbers but with soft pine steps, is illustrated in figure 2, C indicating the point of fracture. Of course, the company paid all expenses connected with the accident which was more than an entire new outfit of hardwood ladders for the plant would have cost.

Large mills and shops are compelled to be protected with fire apparatus which includes



a number of ladders. These are often hung in halls and rooms, where they remain undisturbed year after year. The timber shrinks and warps, and the rungs loosen. Many manufacturers do a flourishing business by getting contracts with these corporations to not only put in the fire ladders, but to keep them in repair for a certain number of years at so much per year. They are regularly inspected at certain intervals and the needed repairs made. Figure 3 illustrates the mending of a broken rung, the most frequent repair required. Two pieces of heavy wire are inserted through holes bored in the fractured rung and extended to the one above, as at D, thus supporting the weak rung.

Figure 4 shows a very strong ladder constructed of metal pipe and hardwood. The stringers are pipe, and the rungs are provided with threads at the ends which screw into the T of each pipe union as shown.

Ladders of hardwood and rope, as represented in figure 5, are used extensively because they are so easily constructed and are inexpensive. The sides are manila stock, with loops provided for supporting the rungs, as shown. Unless great care is taken in selecting hardwood absolutely free from

## Hardwood Ladders.

The manufacture of ladders is a most important industry as will be readily appreciated when the wide variety and great quantities used at the present time are taken into consideration. It is essential from their use that they be made from hardwoods of even grain, elasticity and toughness, accurately and strongly put together, so as not to endanger human life. Ash, hazel, hickory, walnut, oak and elm are most commonly employed since they possess these characteristics to the greatest degree. For ladders of lighter description chestnut, beech, pear-tree wood, poplar, locust and cedar are frequently used. Some English woods, such as larch, beech, boxwood and elm, are also seen in the yards of ladder makers.

The utmost care should be exercised in the selection of woods for the various types of ladders, taking into consideration the use to which they are to be put. For long heavy

fire ladders woods possessing tough and elastic qualities, entirely free from defects and perfectly seasoned, are necessary. For short ladders of lighter description, such as step ladders for household purposes, for paper-hangers, whitewashers, etc., which are not subjected to so great a strain, a great deal of material which is not available for the above-mentioned work, but of sufficiently good qualities for this purpose, may be used. So great is the variety of size and style of ladders that a very close clean-up of material is possible.

However, many engaged in the manufacture of ladders are not experts, and they put on the market articles which are constructed in a most careless, slipshod manner. It is surprising to note the number constructed of soft wood, which are really unsafe, and serious accidents are not infrequent because of their use. Figure 1 shows a type of



draws the rings are liable to snap, as at E, in the accompanying cut.

The mining interests of this country are apparently badly neglected by ladder manufacturers. On recent tours among mines the writer found that the majority of ladders in use were extremely crude and bore the unmistakable stamp of the home tinker. A typical specimen is shown in figure 6. Evidently one of the mine workers went to the nearest woods and cut some willow trees. Stout branches were selected for the sides, holes were bored in these through which were inserted hardwood rungs of home manufacture. Needless to say the rungs were a poor fit and had to be provided with wedges to hold them secure. Another type of mining ladder of local design, is shown in figure 7. This ladder was intended for use in a forty-foot shaft. Three sections of ash were selected and cut down to convenient size. Then the long rungs were made from the same stock and inserted through the three pieces, making a firm and reliable ladder, unusual in mines.

Occasionally when making a tour of industrial establishments one sees very amusing instances of reconstruction work and supports. For example, in one factory visited all the ladders were strengthened with iron brackets under the rungs, as represented at F, figure 8. The reason given was that the company had once been sued by a workman who was injured by falling from a ladder in which a rung broke, and thereafter strong iron brackets were provided for all ladders.

## The Cost of Dimension.

The recent meeting of small dimension producers suggests the thought that before a just standard of prices for this product can be determined, it is necessary to know the cost of manufacture. Obviously, the first question to be considered is whether it is more profitable to convert the timber at hand into dimension stock or into regular lumber, and this can only be determined by carefully looking into all the elements entering into the final cost. The prevailing prices of the finished product at the chief centers of manufacture may be taken as a basis of value for the raw material. Since the cost of transportation, labor, machinery and tools is quite definitely fixed, or easily ascertained, the chief elements entering into the profit and loss account in connection with this business are location and the adaptability of the timber for the purposes for which it is to be manufactured.

Naturally of great importance in the success of the small dimension product is the suitability of the plant for the purpose, its equipment, location, etc. Capital investment is not so important in this business as in the regular lumber business. Here is a business in which there is a better field for the intelligent investment of capital than the lumber business—but it is an equally danger-

Figure 9 is a peculiar design, in which openings are cut to admit nuts which are adjusted in the sides to receive the ends of the threaded iron rungs. The additional weight of nuts and metal rungs makes this ladder unpopular. The hardwood rung when of good clear stock is preferable to all others.

The remaining figures illustrate various methods of inserting rungs used when a very secure joining is desired. Figure 10 exhibits a hardwood rung with a thread end. G. Thread-cutting devices are needed to make this rung perfect. With patience and care, the thread on the end of the hardwood rung can be gradually cut down with a common form of pipe thread-cutting die, and with the usual pattern of tap the thread may be formed in the sides of the ladder to admit the rung, but it is very slow work. When the rung is screwed in place, a very strong union is assured. Because of the slowness of the process it is not used very frequently.

Another very good plan of inserting rungs is illustrated at figure 2. After the rung is driven into the side piece, the end is split and a wedge, as at H, forced in until the rung expands sufficiently to insure a very secure hold. Figure 12 illustrates the most common, and perhaps the best method of insertion. The rungs are fitted with projections which are forced into slots in the sides of the ladder, and after they are in place a long nail is driven through both rung and side, as shown at I in the figure.

Too often operators have not figured on the interest earning capacity of their capital, nor the ratio of depreciation of the plant and equipment, the latter having frequently the effect of adding to the cost of the finished product from twenty-five to fifty cents per thousand feet of lumber cut, according to the size of the operation—the larger the operation the less the pro rata charge for depreciation per thousand feet.

Besides capital and interest account there should be a record kept of each operation, such as cutting, skidding, and delivery to the mill. From this point a definite account of what logs go into the mill should be kept; of what lumber these logs produce; of the time expended on the operation; of the salaries of employees; and of the relation of expenses to quantity of output, all of which will vary considerably under different conditions.

Hitherto the question of chief importance in the manufacture of lumber has been, "how much can be cut in a given time," regardless of how much timber was wasted; but the manufacturers now realize the growing scarcity of hardwoods and are broadening their field of operation to include such lines as will enable them to make a close clean-up of material. It is evident that a proper classification of expenses cannot but be of great

edge of which will indeed prove a power if properly used. The increased cost of timber suggests the need of a wider knowledge of how to make the most of it and for what purposes particular logs are best suited. An eastern operator recently inquired for men who have this knowledge, evidencing the fact that manufacturers are awakening to the needs of more conservative methods in the utilization of forest products.

To those who have lived where timber is scarce, the practice of cutting trees so far from the base, leaving much valuable wood in the stump seems deplorable. The butting of lumber to lengths of ten, twelve, fourteen, sixteen and other multiples of two, instead of making use of the odd feet in length, is also a subject of comment. Much is left to the judgment of the sawyer in this country, while in England every log is marked by a competent "convertor" showing into what thickness or dimension it shall be cut.

It has been demonstrated that in order to realize profit in this business, small dimension, cut from logs which would grade as common if sawn into lumber, must be worth at least thirty-three per cent more than the common lumber plus the extra cost of manufacture to allow for the waste incident to the operation.

### Mengel Mahogany Interests.

Herbert W. Mengel of the C. C. Mengel & Brother Company of Louisville, Ky., large mahogany importers, was recently in New Orleans overseeing the discharge of a cargo of mahogany. Formerly this company received all its goods through Pensacola, but it has lately received four cargoes through New Orleans, and within a month expects the arrival of 500,000 feet through that port. In a recent interview Mr. Mengel said:

"The demand for mahogany is increasing because of the scarcity and high price of other interior finish woods, and also because of the large increase in the number of interurban car lines that require hardwoods for car construction.

"Our condition may not be the same as that of the market, but I think it is. Though ours is an old firm we have been in mahogany only about five years, but we went into it on a big scale from the start, and as our business has so greatly increased and we have the public confidence I think that our condition is a pretty good indication of the conditions of the general market.

"We operate mainly in British Honduras, and the condition there is very healthy. Where the British flag flies there is always protection and good government. The work this summer in Spanish Honduras was retarded by the fever, and for four months we could get no mail.

"I am here now for the unloading of a cargo at the Stuyvesant docks. Heretofore we have shipped mainly through Pensacola, but arrangements were recently made with the Illinois Central railroad on shipments through New Orleans.

"As mahogany becomes scarcer each year we have to go farther into the interior and as there is no replanting in those countries the hardwoods will get scarcer right along. It is only a question of time when replanting will have to be resorted to. The old world countries grow their mahogany in this, for they not only export their mahogany, but they are constantly saving all they can of their own woods, and taking all they can get from America."

The George H. Rees Company, capital \$10,000, has been recently incorporated in Chicago, for manufacturing interior finish. The incorporators are Howard Carter, James F. Ryan and Carl Kappell.

## News Miscellany.

### Reincorporation of the White Interest.

AS WAS noted in the HARDWOOD RECORD, the White interest in the Boyne City Mill, located on the northern shore of Lake Huron, has been reorganized into a new corporation, the White & Co. Lumber Company, with a capital of \$1,200,000. The new corporation has taken over the assets of the old White & Co. Lumber Company, which was organized in 1883 by William H. White. In 1889, the corporation was reorganized, and its officers were James A. White, president; Thomas White, vice president; and George W. White, secretary. The corporation was reorganized in 1906, and its officers were James A. White, president; Thomas White, vice president; and George W. White, secretary.

The new corporation has four brothers and, with a few exceptions, employs the same management as the old corporation for years. The list of stockholders is as follows: William H. White, James A. White, Thomas White, George White, Robert W. White, superintendent of mills; William L. Martin, J. M. Harris, attorney; Samuel C. Smith, cashier of the Boyne City Bank; George Russell, chief accountant; M. D. Reader, woods superintendent; and J. A. White, superintendent of the mill. The corporation has a large tract of land in the Lake Huron region, and is engaged in the lumber business.

The officers of the new corporation are: William H. White, president; James A. White, vice president; Thomas White, secretary and treasurer; and William L. Martin, secretary. These officers, with Robert W. White, constitute the board of directors.

The White corporation is a new and extensive enterprise, and is located in the Lake Huron region, an area of hardwood timber in the northern portion of the lower peninsula of Michigan. It is a tract which extends from near the line of the G. R. & I. Railway, and crosses the line of Lake Huron. Bisecting this timber tract is a strand of 2,000 feet of land, an entirely new interest of the corporation, and at the seat of its manufacturing enterprises at Boyne City. The corporation has several modern sawmills, a wood shrapnel plant, planing mill, and a large lumbering factory. Allied with the same interests are a large planing mill, a veneer mill, and a new veneer plant which is just about ready for operation.

Boyne City, although Mr. White does not wish to have it recognized as such, is very much of a "one-man" or more truly speaking, a "one-family" town. The community within a few years has grown to a population of well toward 5,000 people, and is a model and one of the best towns in every respect. Every encouragement is given outside enterprises to locate there. It is fast becoming one of the very best towns in the state and has the advantage of both rail and water transportation. The commercial history of this great enterprise borders almost on the phenomenal, and reflects great credit on its founder and genius, William H. White.

### Death of George M. Hinckley.

GEORGE M. HINCKLEY, manager of the sawmill department of the Allis-Chalmers Company of Milwaukee, died Dec. 14, in the seventy-fifth year of his age. He was ill but a short time, and his sudden death was a great loss to his friends.

Mr. Hinckley was born in Seneca county, New York. At the age of seventeen he removed to Saginaw, Mich. After learning the millwright's trade he was employed in building many of the pioneer sawmills in that section, and finally took up the manufacture of shingles. At the breaking out of the Civil War he enlisted in the Union army and served faithfully until its close. Mr. Hinckley was a member of the Grand Lodge of the I. O. O. F. In 1870 he went into the machinery business as a partner in the firm of Hinckley & Co. In 1875 he came identified with the E. P. Allis Company, and in 1880 he became a partner in the firm of Allis, Chalmers & Co. He was a member of the American Society of Mechanical Engineers, and was a prominent figure in the machinery industry.

Company he remained in charge, and conducted that branch of the business up to the time of his death, a period of thirty-two years. To every detail in the manufacture of the numerous sawmill tools produced by this company Mr. Hinckley gave the most minute attention, and to his knowledge and skill are largely due the efficiency and success of the company's sawmill machinery. His life has been one of value not only to the lumber industry but to all with whom he came in contact, either in a business or social way.

### Government Purchase in New York.

The New York State Forest Purchasing Board has recently purchased from private parties approximately 10,000 acres of land, at a cost of \$2 per acre. The property lies in the Catskill region, in close proximity to state lands, and will be used for the purpose of increasing the hardwood and softwood resources of the state. The property is located in the Catskill region, in close proximity to state lands, and will be used for the purpose of increasing the hardwood and softwood resources of the state. The property is located in the Catskill region, in close proximity to state lands, and will be used for the purpose of increasing the hardwood and softwood resources of the state.

The commissioners are at present considering the purchase of other tracts of land, for which the owners ask a price of from \$2.50 to \$3.50 an acre. It is rare that the board feels disposed to pay more than \$2 an acre for Catskill land. Comparatively little of it has been taken over by the state up to the present time, and the greater part of the \$50,000 appropriation for the purpose is still untouched. A larger part of the appropriation of \$100,000 for the purchase of Adirondack lands has been expended, but is not by any means exhausted.

### McClure Alabama Operation.

The McClure Lumber Company of Detroit, Mich., has commenced operations on its immense timber tract eighty-five miles south of Birmingham, Ala. The forest contains 100,000,000 feet of oak, ash, hickory, gum and yellow pine. The mill is cutting 50,000 feet of lumber daily, while the railroad, eight teams and several rafts are delivering 60,000 feet every day. Two carloads of lumber a day have been shipped to Detroit ever since the commencement of operations, but this amount will be greatly increased when all the machinery is in place. George and Bert McClure, who manage the big business of the Detroit office and yard, are in charge of the Alabama operations, which represent an outlay of \$125,000. The company now has back orders to the amount of 600,000 feet to fill, a large part of which has come from sections of the south.

The little settlement being built up around the mill is known on the latest map of Alabama as McClure.

### Stirling-West Company Insolvent.

AFTER RECENTS had been filed with the court, the Stirling-West Company of Baltimore, Md., the bill of complaint having been filed by William H. West, alleging that the company is insolvent.

The Stirling-West Company was incorporated under the laws of Maryland in February, 1899, by William H. West, A. R. Riggs, Holzer A. Kopfel, Philip Littig and Charles C. Stirling, for the purpose of carrying on an export lumber business. The capital stock of the concern was \$12,000. It was practically a successor to the original lumber business of Charles C. Stirling, established some years previous to the organization of the Stirling-West Company. With its large stock carried in England, where most of the business was transacted, and other outside investments, the enterprise has been considered in excellent shape, with no question whatever as to its stability, so that the failure comes as a matter of surprise to the lumber fraternity.

### Coming Association Meetings.

January 16 and 17, 1906, Hardwood Manufacturers' Association of the United States, Galt House, Louisville, Ky.

January 18—Indiana Hardwood Lumbermen's Association, Grand Hotel, Indianapolis, Ind., at 2 p. m.; banquet, 7:30 p. m.

January 23 and 24, 1906, Southern Lumber Manufacturers' Association, George K. Smith, St. Louis, secretary, at New St. Charles Hotel, New Orleans, La.

January 24, 1906, National Lumber Exporters' Association, New Willard Hotel, Washington, D. C.

March 7 and 8, Fourteenth annual meeting of the National Wholesale Lumber Dealers' Association; place of meeting yet to be decided upon.

May 17 and 18, 1906, National Hardwood Lumber Association, Memphis, Tenn.

### Simonds File Company.

The Simonds Manufacturing Company has acquired an interest in the Culley File Works of Fitchburg, Mass., and a new corporation has been formed, under the name of the Simonds File Company. The officers of the new organization are as follows: President, Daniel Simonds; vice president, Walter E. Culley; treasurer, Albert E. Culley; secretary, John E. Kelley; directors, the foregoing and Gifford K. Simonds, Alvan T. Simonds and T. Fred Howarth. The new company will commence business with the already large patronage of the Culley File Works, and by their association with the Simonds Manufacturing Company expect to greatly increase their production of files, hack-saws, hack-saw frames and kindred articles. The immense home and foreign interests of the latter concern will place the products of the Fitchburg works before the market in a new way.

### Sawmill Machinery Business Booming.

The demand for sawmill machinery and lumbering equipment is said to be greater this season than ever before, and manufacturers are loaded down with orders, particularly from the Mississippi valley region. This is attributed to the formation of a number of new companies in Louisiana, Tennessee, Arkansas and Mississippi, growing out of the rapid advance in the price of all kinds of lumber, particularly southern red pines and yellow pines. There is a widespread scarcity of dry stock, and prices have now reached the highest mark for the year, and in consequence of this, the demand for machinery to supply new mills, lumber manufacturers in many parts of the country are broadening their business and adding new mills, or transferring their interests in the sections where the price of lumber is high to sections where it is low.

### New Hackley Interests.

The Wisconsin Chemical Company has been incorporated with a capital stock of \$100,000. The company is subsidiary to the Hackley-Phelps Bonnell Company of Grand Rapids, Mich., and is constructing a large chemical plant at Hackley, Wis. Its offices will be in Detroit. The output will be charcoal, wood alcohol, acetate of lime and other by-products. Operations will be commenced in February, and the plant will have a daily capacity of forty cords of wood.

Another subsidiary concern recently organized with \$50,000 capital will manufacture birch, maple and other wood products. The company is Hackley-Phelps Bonnell Company. Aside from these two enterprises, the big Grand Rapids concern has built fifty houses, a new hotel, and is building a new factory at Hackley during the current year.

### Coöperative Work of Forest Service.

The Forest Service of the United States Department of Agriculture has issued a circular, No. 21, which outlines a plan for the coöperative work of the Forest Service and the lumber industry. The plan is highly beneficial to both parties, and is expected to result in a large increase in the production of lumber.





Articles of incorporation were filed in the Secretary of State's office by the Powell Hickey Handle Company of Roe, Ark., capitalized at \$10,000, fully subscribed. The company is organized for the purpose of manufacturing and selling lumber, and also for the purpose of engaging in mercantile business. The incorporators are W. V. Powell, L. L. Doyle, I. A. Powell, C. E. Bruce, O. W. Conley. W. V. Powell is president.

The Ohio & Tennessee Lumber Company recently incorporated under the laws of Ohio by Dr. P. C. Ramsey, A. M. Hawn, Henry Shaffer, Lindley Stroup and H. C. Stout, will commence

operations on its Tennessee timber tract at an early date. The property consists of 1,500 acres in Lauderdale county, and the forest comprises splendid growth of oak, maple, gum, cypress and beech. It is estimated that at least 30,000,000 feet of lumber can be cut from it. The nearest railroad is eighteen miles away, but the distance to the Mississippi is only three miles, so that excellent shipping facilities are available. A 50-horse-power mill, having a capacity of 25,000 feet of lumber a day will be ready for operations by Dec. 15. H. C. Stout and A. M. Hawn, who reside in Alliance, O., will have active charge of the business.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

The HARDWOOD RECORD acknowledges with pleasure the receipt of handsome souvenirs and calendars for the coming year from the following: Birmingham & Young Company, Madison, Wis.; Beaton-Latham Company, Memphis, Tenn.; C. I. McLean, Nashville, Tenn.; W. J. Cude, Kansas, Tenn.; Goodlander-Robertson Lumber Company, Memphis, Tenn.; Tyler Lumber Company, New York City; Bluffton Turned Goods Company, Bluffton, O.; Thomas McFarland Lumber Company, Cairo, Ill.; S. M. Bradley, Morehead, Ky.; McClure Lumber Company, Detroit, Mich.

The American Hardwood Lumber Company of St. Louis has established a branch house in Chicago, located at Sixty-fifth street and Blue Island avenue. Frank Ingram is in charge.

Joel B. Ettinger, western manager of the S. A. Woods Machine Company of Boston, with offices in Chicago, and Geo. E. Youle, Pacific coast manager for the same concern, whose headquarters are in Seattle, were callers at the RECORD office on Dec. 16.

J. V. Stimson of Huntingburg, Ind., spent a few days in Chicago. The end of the week on his way home from an extensive Michigan trip, and favored the RECORD with a call. He reports business excellent.

Robert H. Jenks, president of the Robert H. Jenks Lumber Company of Cleveland, O., was in the city last week, en route to the company's mill at Trenton, Ia.

Charles Miller of Miller Brothers is at present in the south making provisions for a winter and spring supply of hardwoods from that section. He reports stock very scarce, but has succeeded in purchasing considerable.

W. A. Bonsack of the Bonsack Lumber Company, St. Louis, was a Chicago visitor last week.

Earl Palmer of Paducah, Ky., was in the city Dec. 19 and 20.

The Fred W. Black Lumber Company, A. R. Vinnedge Lumber Company, Hayden & Lombard, Theodore Fathauer and Johnson & Knox report a slight relaxation in business activity, due to the holiday season, but unite with other hardwood dealers in stating that present conditions are excellent and prospects for the coming year exceedingly bright.

The Gum Manufacturers' Association, composed of the Himmelberger-Harrison Lumber Company, Morehouse, Mo., the Garetson-Greaseon Lumber Company, St. Louis, Mo., and a number of other equally well known concerns operating in gum lumber, held a meeting recently and advanced the price on all grades about \$2 a thousand. This was considered necessary owing to the scarcity of labor and the inaccessibility of logs for the coming three months, in addition to the unusual demand. Secretary Burchette of the Hardwood Manufacturers' Association of the United States took an active part in proceedings.

W. W. Dings, secretary of the Garetson-Greaseon Lumber Company of St. Louis, was a Chicago visitor last week, and reported that the influence of the new Hardwood Dimension Association is

already being felt by manufacturers and that the work accomplished up to the present time is growing good and sure.

W. M. Hopkins of the Theodore Fathauer Company is in the South this week on a buying trip, with Memphis as headquarters.

L. B. Lesh of the Lesh & Matthews Lumber Company is at present in Memphis looking over the stocks at the company's Memphis yard and incidentally making some new contracts for additional buildings in the Bluff City.

Theodore A. Schneider, buyer of the Brunswick-Balke-Collender Company, is on a southern buying trip in the vicinity of Memphis. Mr. Schneider has recently closed some very heavy contracts for both plain and quartered oak for this company.

E. S. Foster, senior purchasing agent for the National Casket Company of Hoboken, N. J., was in Chicago on a business trip last week.

### Boston.

Albert G. Baxter, an old-time lumberman, died at his home in this city recently of apoplexy. He was born in Boston, May 26, 1837, and with the exception of a few years spent in the West has always been a resident of this city. About 1877 he became connected with William G. Barker & Co., where he remained until three years ago, when he retired from active business. Mr. Baxter never married. He is survived by a brother and two sisters.

The Derby Desk Company recently met with a loss by fire. It is thought that the storehouse in Somerville, Mass., was set fire to. The loss is placed at about \$25,000. Many desks ready for shipment were destroyed.

R. S. Cooper of the Briggs & Cooper Company, Ltd., Memphis, Tenn., recently visited Boston and vicinity.

The fine new office building of the Hutchinson Lumber Company of Lynn, Mass., has been completed.

W. C. Johnson, who has conducted a lumber business in Fitchburg, Mass., since 1886, has sold out to the Webber Lumber Company. The latter company will be in full possession by the first of the year.

James Summers and Alex Sanford of Adams, Mass., have gone into the business of manufacturing sleighs and wagons.

H. W. Cousin's sawmill in Fryeburg, Me., has been damaged by fire, causing a loss of about \$5,000.

Isam Mitchell of the Isam Mitchell Company of Brockton, Mass., will spend the winter in his orange grove in Redlands, Cal. Mr. Mitchell left for the coast a week ago.

Frank A. Arend of Frank A. Arend & Co., Boston, has been on a trip to the West. He spent a few days in Chicago.

The Barker Lumber Company of Fall River, Mass., is selling out.

Frank Hartshorn of Milford, N. H., has purchased twenty-three acres of timber land at auction in Amherst, N. H.

The C. H. Sprague Company has been organized at Portland, Me. Frederick J. Laughlin of

Portland, Me., is the president and Robert I. Goodwin of Concord, Mass., is treasurer.

Charles S. Wentworth of Charles S. Wentworth & Co. reports business as holding up well, with prices firm.

C. A. Abbott of West Derry, N. H., will soon have his mill in West Jay, Vt., in running order. Machinery has been shipped from Concord, N. H. Mr. Abbott has a large timber tract in West Jay.

A new sawmill is to be erected by D. C. Wood on his property in Stratford, Conn. The new mill will be equipped with the most modern machinery obtainable.

Henry M. Hubbell, president of the Carter & Hubbell Company of Derby, Conn., has resigned and sold his stock to L. C. Lockwood, who now becomes president and treasurer. The business will be continued along the same lines as heretofore.

The insurance adjusters have allowed a settlement of \$53,000 to W. & D. Crane, lumber dealers of Burlington, Vt. Their yards were visited by fire a few weeks ago. The J. R. Booth Lumber Company, which suffered a loss by fire, has been allowed \$2,716.60.

### New York.

The volume of building business filed in the Greater City last month shows a gain of thirty per cent over November, 1904, with an aggregate value of \$17,644,154. The whole city has shown decided gains in the amount of building projected for each month of the year thus far, and of course this activity is reflected in the big business being done by the lumber trade.

Charles S. Fischer, founder of the piano manufacturing business of that name, died here recently in his eighty-sixth year.

John W. Russell, a lumberman prominent in the local trade for many years, died at East Orange, Dec. 1, in his eighty-seventh year.

W. W. Welch, for many years prominent in the Baltimore hardwood trade, has succeeded Albert Steinbach as local manager of the Rumbarger Lumber Company's affairs and will continue the offices of the company at 1 Madison avenue. Mr. Welch is well versed in both hardwoods and spruce, of which the company make a specialty and through his past associations has many friends in the trade here, who are glad to welcome him to their midst.

A meeting of the creditors of the Export Lumber Company, 17 Battery place, which suffered financial reverses a couple of years ago, has been called for Jan. 17 to effect a final settlement of its affairs.

G. W. Rode of 115 Middleton street, Brooklyn, has been granted a license to inspect hardwoods and cypress by the New York Lumber Trade Association. The inspection committee is also considering the new Southern Cypress Association's rules. The license of W. J. Hill has been revoked.

Everything points to a big turnout of the trade at the annual banquet of the New York Lumber Trade Association at the Waldorf-Astoria, Jan. 23. The committee is making good progress with the arrangements and in addition to a sumptuous dinner the entertainment features will take the nature of a high class vaudeville instead of speeches.

Among the foreign visitors who have completed their itineraries and sailed for home are noted C. O. Hughes of Alfred Dobell & Co., Liverpool, and Norman Wright of C. Leary & Co., London. Both reported satisfactory results from their visits.

W. M. Ritter, president of the W. M. Ritter Lumber Company, Columbus, was a recent visitor to this city on business. F. A. Wilson, sales manager of the company, was also a New York visitor during the fortnight.

W. L. Sykes, president of the Emporium Lumber Company, Austin, Galetton and Keating Summit, Pa., was here last week with Superintendent William Calisch. Mr. Sykes reported that he had purchased another 40,000-acre hardwood tract in Pennsylvania, which, together with the



the 200,000 feet of capacity gives it control of the 200,000 feet in Pennsylvania, New York and New England. The company cuts from 30,000 to 40,000 feet of hardwoods yearly.

C. F. Stettin is the general of the National Hardwood Lumber Association, Indianapolis, Ind. was here during the fortnight in connection with the work of its department of this progressive hardwood.

The C. F. Stettin Supply Company was incorporated here last week, to manufacture trim, etc., to succeed Finn Bros.; capital, \$5,000. Directors: C. F. Finn, M. D. Vernon, A. C. Knoeller and J. B. Hunter, New York.

C. F. Eisele, prominent hardwood retailer of this city, is just getting his new yard at Fifth to Fifth street and Park avenue in shape for occupancy and hopes to be in it by Feb. 1. When completed it will be one of the best retail hardwood yards in the city.

A. A. Christman of Twenty-second street and Eleventh avenue is also getting his new property on Fifth sixth street between Tenth and Eleventh avenues in shape and he too will be much favored in regard to location and general equipment. He is also erecting a solid brick and concrete kiln.

The Albert Hays Lumber Company, hardwood and softwood at Avenue C, has opened a new store off of E. Market, a one in charge of Milton May, vice president.

W. W. Kline, of the George Kline Lumber Company, Philadelphia, was here a few days ago on business.

New York was a great center of attraction during the past fortnight, prominent lumbermen from all sections of the United States visited this city in great numbers.

### Baltimore.

The annual meeting of the Baltimore Lumber Exchange was held Dec. 12 at the Sheraton Hotel and it proved to be one of the most successful ever held by the members of the organization. Secretary Theodore Mottin stated that the exchange is in an exceptionally prosperous condition, with an increase of six firms in the membership during the year, while the acting treasurer reported the finances in excellent shape. Mr. Dix, the prominent trader, is still holding the record for the largest sale of 12,907,897 feet of lumber.

Robert H. Hays, chairman of the committee, through its chairman, John L. Alcock, presented the most favorable exhibit, extracts of which follow:

"During the year 1905 the receipts of hardwood lumber exceeded that of any other year. The receipts up to June 1, 6,189,497 feet were inspected; since that date, and up to this time, 6,718,418 feet were inspected, making a total of 12,907,897 feet, for which certificates of the Baltimore Lumber Exchange were delivered. It is well known fact that a great quantity of hardwoods landed in Baltimore that does not go through the exchange inspection, and we think it should be the aim of the membership to see that all the lumber that is landed is inspected by the members."

"During the year there have been complaints of the quality of the grading. So, on the 15th of September, a committee of five men, every one was investigated, and when requested a resurvey was promptly furnished. In six resurveys five of them were sustained, and the inspectors were compelled to pay the resurveying. In the one case remaining, personally investigated the question of grading and found the inspector at fault and he was advised that the original inspection was correct, and the resurveying was not needed."

The officers and managing committee elected are as follows:

President, William M. Burgan; vice president, George W. Hays; secretary, Theodore Mottin;

Harley D. Dix, Sully Lumber Company; managing committee, Richard W. Price of Price & Heald, S. P. Ryland of the Ryland & Brooks Lumber Company; Norman James of N. W. James & Co.; Theodore Mottin of Theodore Mottin & Co.; E. P. Gill of W. D. Gill & Son; George F. Sloan of George F. Sloan & Bro.; G. W. Eisenbauer of the Eisenbauer-MacLean Company; Luther H. Gwinney of the American Lumber Company; George Poehlmann of Poehlmann & Senneker; Henry P. Duker of Otto Duker & Co.; and John I. Calvin of the Horstmeier Lumber Company.

The secretary is elected by the managing committee. There is no doubt that Mr. Mottin can have the office as long as he wants it. He has held the office of secretary for several years and is one of the most popular of the younger members of the exchange.

Gen. George W. Curtin of the Curtin Lumber Company, whose extensive plant at Curtin, W. Va., was burned December 1, was in Baltimore last week. General Curtin said that while the fire occasioned his company some embarrassment, business was not interrupted. Contracts have already been placed for a new mill to be equipped with a double band saw and other machinery of the latest pattern, and, consequently, more efficient than the equipment destroyed. The new mill is to be ready for operation in about three months. General Curtin expressed the most optimistic views as to the trade outlook and manifested confidence in the future.

Among other visitors in Baltimore last week was Norman Wright of C. Leary & Co., London, who has had been on an extended tour in the south and southwest. His journey consumed just three months and during that time he talked with many manufacturers, all of whom were most enthusiastic as to present conditions and the prospects for the future. Mr. Wright said he found stocks everywhere very small. He also admitted that the complaints about the car famine, contrary to the belief entertained by many of his countrymen, was anything but a joke. It appears that the opinion has been widely prevalent on the other side of the Atlantic that reports about the freight embargo were circulated by exporters solely for the purpose of inducing the foreign consumers to pay the higher prices demanded. Mr. Wright found by personal observation that this is not so. He called on a number of firms here and then proceeded to New York preparatory to sailing for home.

H. F. Bonham, the well known manufacturer of hardwoods at Chillumie, Va., was in Baltimore last Monday on one of his regular business trips. He was very optimistic as to the prevailing state of trade.

By consent of the defendant Alfred R. Riggs has been appointed receiver of the Stirling-West Company, exporter of lumber and logs, Franklin building, this city. The receiver gave bond in the sum of \$1,000. The bill of complaint, filed by William H. West, alleged that the concern is insolvent. The company was incorporated with a capital of \$12,000, \$7,000 of which was paid in. It has been in existence for years and was formed by Charles G. Stirling, now representative in Philadelphia and Baltimore of Price & Hard of New York. The affairs of the concern will be wound up.

### Pittsburg.

Agents for a firm in Germany are rapidly securing all the walnut logs in the vicinity of Salineville, O. There are comparatively few walnut trees in that part of the state, and the farmers are getting good prices for them, many reaching as high as \$250. Farmers who have thus profited are now planting black and white walnut trees in pastures and along fence rows which they will cultivate carefully to insure a perfect growth while the tree is young. In the counties of York, Lancaster, Lebanon and Berks, in Pennsylvania, agents of European lumber firms were busy all summer buying walnut. This

fall the "dressers" have gone through the counties peeling and squaring the logs for shipment.

The Pennsylvania Railroad Company and the Baltimore & Ohio Company are doing their utmost to relieve the car shortage. A few days ago prominent officials of the Pennsylvania met in Pittsburg to devise ways and means of getting more cars to the lumber territory. Early in the month Baltimore & Ohio officials called a meeting of prominent lumber shippers along its lines and as a result the congestion has been slightly relieved. By January 1 it is expected that both roads will be able to give much better service to lumbermen.

The C. P. Coughley Lumber Company is now selling sound square edge oak bill stuff at \$2 a thousand higher than thirty days ago. This company reports that mill cull chestnut is scarce. Sound wormy is in better stock and is a little weaker in market.

Frank B. Graham is happy over an order for 30,000 white oak ties 6x8x8 which he has just delivered to Ohio points. Mr. Graham has within the last few months cut 125,000 hardwood pit posts, most of them six and seven feet long, along the line of the Erie railroad near New Castle, Pa., where he cleared a large tract of timber. He also shipped from West Alexander, Pa., seven carloads of hickory and mixed hardwoods to Baltimore & Ohio points, having just finished clearing forty-two acres there.

The Lumbermen's Bowling League of Pittsburg is doing much to cement the ties of good fellowship among local firms. J. P. Garling is chairman of the league and it bowls every Monday evening in the club alleys in Diamond street. At present the eight firms in the league are ranked as follows, according to their scores so far: Nicola Brothers' Company, Forest Lumber Company, J. M. Hastings Lumber Company, Empire Lumber Company, L. L. Satter Lumber Company, American Lumber & Manufacturing Company, Willson Brothers and the Mead & Spear Company.

Under the management of J. N. Woollett, the American Lumber & Manufacturing Company is rounding out the best year of its history in the hardwood trade. It has just closed up for 2,000,000 feet of oak and chestnut for 1906 delivery, to be resawn to its order. This makes a total of 5,000,000 feet, mostly oak and chestnut, which this company has contracted for. W. D. Johnston, president of the concern, has been in South Carolina and Florida for a short time sizing up conditions, and G. W. Gates, secretary, also made a similar tour in South Carolina recently.

The Hassinger Lumber Company, which has carried on quite extensive operations at Lamona, Pa., for several years, has secured 17,000 acres of oak and hardwoods in West Virginia. It will shortly put in a mill there to cut 75,000 feet a day. The company has nearly exhausted its timber at Lamona.

William T. Munroe, who was formerly connected with the J. M. Hastings Lumber Company, has again entered the lumber business in the Diamond Bank building. Mr. Munroe is going after his particular line, factory mill work, and has been figuring some big orders the last two weeks. He has just started on filling a contract for all the mill work for the log addition to the American Sheet & Tin Plate Company's plant at Morgantown, W. Va. Inquiries on his books indicate a very brisk season ahead in this line, as dozens of new manufacturing are being announced every week.

According to I. F. Baisley of James I. M. Wilson & Co., the hardwood situation is at present in the best shape, all things considered, that it has been for years in this territory. He reports a brisk inquiry for all kinds of hardwoods with prices holding very firm, and occasional rises in the minor lines.

The A. M. Turner Lumber Company is closing a remarkably successful year. Its sales have been

away ahead of past records and its prospects now are such as to warrant enlarging its facilities for next year's trade, as it is now doing. O. H. Reckhaus spent a few days in the north west lately looking over the situation, and W. H. Mace has been making a tour of the saw mills. Its new operation at Piquette, Miss., which is being conducted under the name of the Alliance Lumber Company, is well under way and the mill there is cutting 80,000 feet a day. A. M. Turner is president of the Alliance Lumber Company and W. H. Mace is secretary.

The Woodman Lumber Company, which has had Pittsburg offices in the Arrott building for a year or more, has moved to Cresson, Pa., where its operations are located.

Joseph W. Cottrell is one of the leading Pittsburg wholesalers who has lately captured several big orders for hardwood car stuff for the Pressed Steel Car Company, to be used at its immense plant at McKees Rocks, Pa. This plant has kept several local dealers well supplied with orders most of the year and has helped very materially to hold up the prices of such material.

The Kendall interests will have no Christmas vacation this year, as they are up to their ears in business. The Kendalls are now getting out fifteen cars of lumber a day from the new plant at Hutton, Md., and about 60,000 feet a day at Kendall, Md. Secretary J. H. Henderson spent a few days in Baltimore and Philadelphia last week, and announces that the market, in spite of the holiday season, is in remarkably good shape.

This year has been a record breaker in hardwoods for the Nicola Brothers' Company. Manager E. C. Brainard has pushed sales to a new limit. George W. Nicola, who has been touring Europe, with his bride, is expected home very shortly.

The Linchan Lumber Company reports an active call for all kinds of hardwoods. Oak has been a strong leader with this firm for several weeks, at prices above list for first-class stock. It has taken some nice orders for bill stuff lately and is also selling maple flooring at good figures.

H. W. Henninger of the Reliance Lumber Company took another trip through West Virginia a few days ago to size up the situation at the mills. The Reliance company has done a fine business in hardwoods for the short year it has been in business, and Mr. Henninger is now looking after some orders that will keep his company busy after the first of the year.

J. M. Hastings of the J. M. Hastings Lumber Company and the Davison Lumber Company is a busy man this winter. He spends part of his time in Pittsburg and part in Nova Scotia in connection with the Davison operations. From that plant the company will be able to ship very soon large quantities of the finest kind of lumber to Europe as well as to the eastern cities.

Willson Brothers have had a very prosperous year. As a member of the firm remarked recently, "We have made all quotations for weeks in many lines subject to immediate acceptance." Such a condition of trade is most encouraging and the firm feels that the prospects for a continuation of this good feeling next year are the very best.

### Buffalo.

The Buffalo Hardwood Lumber Company is finding chestnut about as high as plain oak and is making the most of what is obtainable, though the yard and southern stock of oak on hand continues good.

The McLean Hardwood Lumber Company, lately organized by the McLean interests, will look after the operations of the new sawmill, soon to be set in operation at Memphis. Local yard stock is good.

The poplar interests of Taylor & Crate will undoubtedly improve greatly as soon as there is water to bring the fine stock of logs to the

mills at Williamsburg, Ky. There is promise of better prices in poplar before long.

J. N. Stewart & Bro. are busy both at home and in the South getting ready for winter. The cherry trade is still a specialty with them and they are selling considerable oak and some walnut, though a lot is hard to get now.

A. Miller reports some good sales of basswood lately and finds the month better for moving stock generally than was looked for, which ought to speak well for the winter trade.

The Empire Lumber Company is slowly closing out the stock of its Buffalo yard, but has enough to keep the office at the yard possibly all May. J. W. Vetter is still in Buffalo but may go south after the holidays.

The new stock of lumber for winter had in lately by G. Ellis & Bro. includes a lot of heavy yellow pine timber that is coming from the South. It is hard to get such shipments on account of the car shortage.

Scatcherd & Son are looking for new timber tracts in the Memphis district, and J. N. Scatcherd is down there now in the interest of that special side of the trade, as well as to keep the mills at their best.

The Standard Hardwood Lumber Company is also after timber, and hopes to secure more than one new tract in Kentucky, which may make new headquarters in that direction necessary.

O. E. Yeager somehow manages to get considerable good lumber from the direction of Ohio, both oak and birch. Trade keeps up very well so far.

T. Sullivan & Co. still have some hardwood stock in Michigan, but as a rule call the prices high there. A lot of black ash has well rounded out the home yard stock. Washington fir is the great seller with them.

The sale of the effects of the Buffalo Veneer & Panel Company, Dec. 8, to the Steiner Mantel Company of Baltimore for \$7,250 insures a good dividend to the creditors, perhaps sixty per cent in all. The debts are about \$28,000.

The leading creditors of the Buffalo Maple Flooring Company will need to hold another meeting before they are able to announce a full reorganization. The mill is still run by James A. White in their interest.

### Saginaw Valley.

While conditions are fairly satisfactory in the hardwood industry, this is the time of year generally when business lets up a little. Dealers and manufacturers are getting ready to take inventory and strike a balance of the business of the year. There was a slight respite of a few days in the car famine, local roads managing to rush into the valley a few hundred cars, but it did not last long and the scarcity is again manifest.

With one or two exceptions the hardwood mills here are still in motion. The Hargrave mill has been idle some weeks and is undergoing repairs. A stock of logs is being accumulated and the mill will start on the winter run some time in January. The Flood mill has been handicapped by reason of lack of cars to move logs, but some are now coming in and the mill will be started early in January. It has a stock to cut for W. D. Young & Co. The Hanson-Ward veneer plant is running with a full force and is getting in stock by rail from the north, mostly maple and birch.

The Kneeland, Buell & Bigelow and Kneeland-Bigelow Companies' mills are running steadily, the latter day and night. Frank Buell, who is logging for the first named mill firm and for other parties, is sending down about 100 cars of saw logs every twenty-four hours, while the Kneeland-Bigelow Company is getting a train load of logs every day.

Operators in this territory have figured on putting in a large stock of logs, as prices are firm, and the outlook for next year ~~rosy~~. There has been considerable trouble with labor

owing to the scarcity of men. A large number of men who work in the woods have been taken away from this region to Canada, the South and to the Pacific coast. Wages range from \$24 to \$32 a month, and it has been impossible to get enough men at these figures. Since the farm work has let up and many sawmills shut down there have been more laboring men available, but the quality of the help is not always as good as wished. There is a little snow north and as there has been some cold weather log hauling is in progress. Cutting and skidding is rendered easier. In the valley there is no snow and there has not thus far this winter been a fall of over two inches, and that only stayed on the ground a few hours. This has made it comfortable to handle lumber, as there has been no rain and stock is dry.

J. T. Hamilton started his mill in Providence, Presque Isle county, last week, and is cutting out a lot of hardwood stock. The Churchill Lumber Company of Alpena is operating camps on the Detroit & Mackinac railroad and is shipping the logs by rail to Alpena. The Richardson and Kimball companies of Alpena will get a stock also along the Mackinac road.

The Grayling Dowel factory, which has been idle several weeks, started last week, having received a train of logs, and it will be operated steadily.

The Haak Lumber Company of Hackwood is putting in a stock of maple for its flooring mill.

Keys & Worboys have bought the site of Mack Dickinson & Co.'s sawmill at Tower and will build a hardwood mill early in the spring.

The sawmill plant and stave mill of the Superior Veneer Company at Munising has shut down for the season. This is a branch of the Tindle & Jackson Company at Buffalo, and it operates one of the largest stave and hardwood plants in the state. The cause of the shutting down was the inability to obtain mill hands enough to keep the veneer and sawmill departments running to their capacity. The firm will put in 200,000 feet of elm logs and a lot of veneer stock.

At the annual meeting of the Saginaw Valley Lumber Dealers' Association at Saginaw last week James Cooper of the Briggs & Cooper Company, Ltd., was reelected president; A. C. White, the basswood king of the valley, vice president; L. H. Briggs, secretary, and J. D. Mershon, treasurer. After the business meeting an informal dinner was given at the East Saginaw Club. About twenty-five were in attendance.

### Grand Rapids.

Walter C. Winchester and C. C. Follmer have reached Japan on their journey around the world.

A. R. Longfellow has disposed of his interest in the Longfellow & Skillman Lumber Company to his associates, on account of ill health. J. E. Reiter, the company's mill man, was in Grand Rapids last week.

S. T. Wilkinson of Quincy, B. F. Foster of Allegan and P. M. Furlong of Sault Ste. Marie are equal stockholders in the Northern Land & Lumber Company, recently incorporated, with \$45,000 capital, at Trout lake, Chippewa county, Michigan.

F. Alberts & Sons of Muskegon will cut about 5,000,000 feet of timber in Missaukee county this winter. They have about one-half the cut on skids already.

The Chicago Lumber Company has closed its mill at Manistique for the season.

Thomas Munroe, secretary and treasurer of the Thayer Lumber Company, Muskegon, has returned from the Battle Creek sanitarium greatly benefited in health.

The Macey-Wernicke Company of Grand Rapids will be reorganized, and a new company formed the first of the year. O. H. L. Wernicke will continue as manager.

Bright business prospects for the coming year are reported by local dealers in hardwoods.



European samples are beginning to arrive in the market for the January sales, which will open January 1. An excellent season is anticipated.

The executive committee of the Michigan Forestry Association met in Grand Rapids December 12, and reports were made by H. N. Lord of Au Sable, chairman of the committee on legislation, and by Mrs. Frances King of Anna, who is at the head of the committee on membership and publicity. Branch committees have been organized in five counties in the interests of a larger membership. President John H. Bissell has been an energetic worker in Detroit, his home city, and he promises to enroll 2,000 names from Wayne county before May 1. Walter C. S. Liddell, chairman of the Kent county committee, promises a list of 1,000 members in a like period. S. M. Lemon was elected a member of the executive committee, in place of Walter C. Winchester, resigned.

On the same day of this meeting the Michigan State Grange convened in Grand Rapids and Master George B. Horton, in his annual address, said: "While we can do much on our own accounts by setting apart our remnant forests, excise all live stock, plant trees and give nature a fair chance, from a public sense we must do more. We must discuss and agitate to create an active sentiment among the people of the state; we must define and suggest state laws which will encourage and aid forestry, and it seems quite evident that we may well urge Congress to investigate whether a partial or full repeal of the tariff as it implies to imported lumber and logs will contribute to the public good by reducing cost of all wood material, and, greatest of all, to effect a halt in the careless destruction of the remnants of the forests of our country."

After this favorable word from Mr. Horton, the members of the forestry commission were surprised at the adoption of the following resolution by a large body of delegates assembled in secret convention:

"We believe that the plan of reforestation that is being pursued by the state forestry commission will not only prove futile, but will result in the expenditure of large sums of money to the great loss of the state."

It was the idea of the grange members that more attention should be paid to farm woodlots and less to the reforestation of large areas of northern lands. The farmers had the idea that an army of men would be required to patrol the forests to keep them safe. Their look stood against the proposed exemption of land from taxation, as a means towards reforesting certain sections of the state. Members were urged to make personal effort to induce young men to settle on farms in the so-called "pine barrens." The resolution was the outgrowth of opinion and speculation.

Michigan foresters are interested in the forestry convention to be held in Ottawa, Canada, December 15-19, 1910. The conservation and propagation of forests is felt to be of vital importance to the Dominion.

### Indianapolis.

W. W. Ketchum, of Long Kentucky, Lumber Company, Indianapolis, is to come in Philadelphia to spend the Christmas holidays.

At the annual meeting of the Indiana Hardwood Lumbermen's Association, held at the Grand Hotel, in Indianapolis, on February 18, 1910, the following officers were elected: President, J. H. Carr; Vice-President, J. H. Carr; Secretary, J. H. Carr; Treasurer, J. H. Carr; and the following directors: Nathan G. Dixon, Thomas E. Harris and Louis H. Hicks. The Adams Carr Company, Indianapolis, is the largest hardwood lumber company in the state.

The annual meeting of the Indiana Hardwood Lumbermen's Association will be held at the Grand Hotel, in Indianapolis, on February 18, 1910. The meeting will be held on the 18th of February.

one of the best and most beneficial that has ever been held. The association now has a membership of seventy-five of the leading hardwood men in the state, and from all parts of Hoosierdom comes the word that there will be a splendid attendance. At the business meeting, to be held in the afternoon, reports will be heard from the delegates to the Interstate Commerce Law Convention held in Chicago, October 25, and a paper on "Forestry in Indiana" will be read by Sam Burkholder of Crawfordsville, who is a member of the State Board of Forestry. There will probably be other special matters to be considered in addition to the regular routine of business that will naturally demand the attention of the delegates. In the evening at 7:30 the annual banquet will be held at the Grand, and it is the expectation of Secretary Pritchard to have a number of distinguished guests in attendance.

In the list of taxpayers of Indianapolis on ten thousand or more dollars' worth of real and personal property in Marion county, taken from the treasurer's books now being prepared for the year 1905 by the county auditor the following lumber companies are included: Advance Veneer & Lumber Company, \$17,600; Balke Krauss Company, \$50,000; Burnett-Lewis Lumber Company, \$18,160; Capital Lumber Company, \$62,000; Foster Lumber Company, \$30,000; Indiana Lumber & Veneer Company, \$31,200; Isgrigg Lumber Company, \$10,000; A. C. Kiles Lumber Company, \$30,000; Maas, Neimeyer Lumber Company, \$30,550; Talge Mabogany Company, \$25,480; Williamson Veneer Company, \$45,000; Anson, Hixon Sash & Door Company, \$18,200; Dalton Lumber Company, \$10,500; William Eaglesfield Company, \$18,980; Gould Sash & Door Company, \$15,000; Greer-Wilkinson Lumber Company, \$12,500; Indiana Lumbermen's Mutual Insurance Company, \$14,570.

The sawmill owned by Messrs. Taylor and Moffett at Worthington, Ind., was destroyed by fire on December 19, entailing a loss of \$4,000; only partially covered by insurance. The mill will be rebuilt.

John F. Hammill, Delana Bear, S. J. Bear, Marcus R. Sulzer and Louis Sulzer, all well-known men of Madison, Ind., have joined in the organization of the B. H. & S. Lumber Company. The company has leased 1,000 acres of timber land near Beattysville, Ky., and the timber will be cut and rafted down the Kentucky river to Madison, where it will be sawed into lumber at the Hammill & Bear sawmill.

### Bristol.

Fire in the yards of the W. M. Ritter Lumber Company at Johnson City on December 15 destroyed a large amount of rough and dressed lumber, 250,000 feet of special white pine stock, several freight cars and a passenger coach of the Southern railway, entailing a loss of \$10,000. General Manager John Mitchell was on the scene a few minutes after the flames broke out, and he, together with a number of others, labored heroically to save the property. The origin of the fire is unknown.

J. Walter Wright, a prominent banker of Anderson City and a well-known lumber dealer and manufacturer; W. G. McCain of W. G. McCain & Son, a prominent lumberman of Neva, Johnson county, Tenn., and several others interested in lumber and kindred industries have started a movement to construct a railroad from Trade, Tenn., to Shouns Cross Roads, and into Watauga county, North Carolina. The proposed line would open up almost boundless possibilities of timber land, as well as mineral properties of value. Watauga county, North Carolina, and territory tributary thereto is a prosperous agricultural community and without railroad and transportation facilities, and the proposed project would doubtless be a very remunerative investment from this standpoint. Mr. McCain and others interested in the project met here in Bristol last week conferring regarding the same.

S. Rubenstein, representing the Great Eastern Timber Company of London, England, was in this section last week, making contracts and taking short-term options on stock. While here he bought a large amount of oak and walnut stock, the vendors receiving a desirable price therefor. Mr. Rubenstein is very much impressed with the mode of manufacture and handling of lumber in vogue in this country.

The Ward Lumber Company of Lynchburg, Va., which has acquired valuable timber lands in Pike county and other parts of Kentucky, has begun the construction of a narrow gauge railroad about fourteen miles in length in Pike county, which will open up a large boundary of timber land. They are also putting in several large mills in that section.

The Whiting Lumber Company has completed its large mill at Abingdon, Va., and is putting it in operation. The mill is one of the largest band mills in this section and the operations of the company will form one of the leading industries in this region. A band mill and other machinery necessary to the manufacture of rough and dressed stock has been installed, all of the most modern style. The mill is well stocked with logs, sufficient, it is said, to last several months without reinforcement. The company will be represented at Bristol and Abingdon by William S. Whiting, who is an officer and general manager of the concern. It owns a large tract of valuable timber land in Johnson and Carter counties, from which the mill will be stocked. The company will employ about one hundred and fifty laborers at the Abingdon mill. It will retain a branch office at Elizabethton, but has removed its headquarters from Elizabethton to the scene of operations at Abingdon. Frank R. Whiting of the Janney-Whiting Lumber Company, Philadelphia, president of the company, will look after its eastern business.

At Elizabethton, Tenn., on December 19, Miss Sophia Hunter became the bride of Mr. Harlow Shaw Dixon, son of John T. Dixon of the John T. Dixon Lumber Company. The event was one of the most brilliant social events of the season. Mr. Dixon has made a marvelous success in the lumber business, and is at present manager of the John T. Dixon Lumber Company. He came to Elizabethton several years ago from Ron Covert, W. Va., where he resided with his parents. The young couple left immediately for a trip of several weeks. They will make Elizabethton their future home.

R. E. Wood, president of the R. E. Wood Lumber Company, Baltimore, Md., is in Bristol this week with a party of Pennsylvania and West Virginia capitalists, who are contemplating the purchase of a large tract of timber land on the Virginia & Southwestern railway, in close proximity to Bristol. If the proposed purchase is negotiated and a sale made it will mean the establishment of another large lumber industry in Bristol. Mr. Wood's company operates a large mill in Carter county and has an extensive tract of timber.

Major W. C. Buchanan of Wytheville, Va., official lumber buyer for the South & Western railway, stated in Bristol last week that it had become almost impossible for his company to purchase stock along the line the road is being constructed at market prices, or even reasonable figures. Major Buchanan declares that unless the stock is sold to him at market prices the company will begin manufacturing its own lumber and timber, or go upon another market. The South & Western is using a vast amount of lumber and timbers.

The Laurel River railway, which is being constructed between Abingdon, Va., and Mountain City, Tenn., by the Thayer Lumber Company will be completed by January 15 and in operation by February 1. This road, besides connecting these two important commercial towns, affords an outlet for about 25,000 acres of rich timber land, of which about 15,000 is owned by



the Thayer Lumber Company of Damascus, Va. The company will fell their timber and haul it over the new road to their large band mill at Damascus. The Whiting Lumber Company and other parties own valuable timber which is being opened up by the Laurel river railway.

George E. Davis & Co. and J. A. Wilkenson of Bristol are associated in the purchase of almost 20,000,000 feet of hardwood timber in central Virginia on the Southern railway. Already one large mill is engaged in cutting the stock, and three others will be started the first of the year. Mr. Wilkenson has contracted a large bulk of the stock to his foreign associates, while the Davis company will sell partly on the domestic market. The tract is about twelve miles square and contains oak, poplar, walnut and spruce.

L. C. Hassinger has returned to his home in Pennsylvania after spending some time inspecting and going over the Hassinger Lumber Company's properties in Carter and Johnson counties, Tennessee. Mr. Hassinger was endeavoring to select the most advantageous location for the large double band mill which the company will construct for the cutting of its \$250,000 tract of timber land.

#### Cincinnati.

T. B. Stone of the T. B. Stone Lumber Company and T. J. Moffett of the Maley Thompson & Moffett Company have returned from New York, where they combined business with pleasure.

C. Crane & Co. of this city have purchased 2,600 acres of coal and timber lands in Logan county, West Virginia. The timber will probably be allowed to stand for several years, but shafts will be sunk and the coal taken out of the ground immediately. The sale was made by G. O. Smith of Wheeling, W. Va.

C. E. Littell of Littell & Co. is home from a business trip to Chicago.

The Hyde Park Lumber Company has acquired a six-acre tract of land in Hyde Park, a Cincinnati suburb, for \$10,000. A plant and yards will be established on the site.

William DuBluier and B. A. Kipp, hardwood lumbermen, were elected directors of the Cincinnati Furniture Exchange at the annual election on Dec. 12. William J. Sexto was unanimously chosen president.

The Nocton Lumber Company of this city, capital \$10,000, has been granted a charter. The incorporators of the firm are J. B. Arnett, L. W. Arnett, J. H. Nocton, Talton Embry and H. L. Gordon.

Thomas P. Egan of the J. A. Fay & Egan Company has abandoned his intention of spending the winter months at Havana, Cuba. With Mrs. Egan he will soon start on an eastern and southern trip.

The hardwood trade is well represented on the new standing committees of the Cincinnati Business Men's Club. T. J. Moffett, ex-president of the organization, has been appointed a committee of one to represent the club in the Associated Organization of Clubs. M. B. Farrin has been named on the Ohio River Improvement Committee and C. F. Korn on the Railroad Terminal Facilities Committee.

J. P. Shafer and George Dome, well known in this city, have started in business for themselves at Middletown, O.

#### Chattanooga.

According to statistics Chattanooga led all cities in building during the month of November, the percentage of gain being 353. The report of the auditor of the postoffice department for the year ending June 30, 1905, shows that the postoffice receipts of the Chattanooga office amounted to \$228,655.48, as compared with \$75,339.59 for 1896. The receipts of the local office for the year 1905 were almost double those of Knoxville, and were greater than those of Mobile and Birmingham, Ala., and Charleston, S. C.

Within a week documents for mortgages were

filed here amounting to \$7,000,000. The Chattanooga & Tennessee River Power Company, which is to build the lock and dam power plant here, wants \$3,500,000 bonds, the Carbon Hill Coal & Coke Company of Cumberland county, Tennessee, wants \$2,500,000, and the American Brake Shoe & Foundry Company, with plants in Chicago, New Jersey and Chattanooga, applied for \$1,000,000 bonds.

The Berry Stave & Lumber Company's dimension mill is overrun with orders and is working a heavy force in an effort to supply demands. The mill is now one month behind on its orders.

D. S. Buck, formerly with the J. M. Buck Lumber Company, Johnson City, has accepted a position as inspector for the J. M. Card Lumber Company of this city.

L. G. Banning, a prominent lumber dealer of Cincinnati, O., called on Chattanooga lumbermen this week.

M. M. Erb, vice president of the Case Lumber Company, spent Sunday in Birmingham, Ala.

W. M. Fowler, treasurer and general manager of the Case Lumber Company of this city and president of the Fowler-Personett Lumber Company of Birmingham, Ala., spent last week in the latter city.

Hugh Card of the John M. Smith Lumber Company of Nashville was a visitor here recently.

Ferd Brenner, president of the Ferd Brenner Lumber Company of this city has returned from a trip to Norfolk, Va., where he inspected his branch plant. He says trade is very active in the Virginia city.

Messrs. Retheau and Pierrian, leading lumbermen of Paris, France, spent several days in this city recently, buying large supplies.

J. E. Mills of Maley, Thompson & Moffett, Cincinnati, O., made heavy purchases here recently.

S. Rubenstein, representing the Great Eastern Timber Company, London, England, visited various points in Tennessee during the past few days. He purchased fifteen cars of lumber here.

#### St. Louis.

The Stoneman-Zearing Lumber Company of Chicago has removed its sales office from that city to St. Louis, with headquarters in the Frisco Building. The president of the company, Geo. W. Stoneman, will make St. Louis his place of residence. George W. Stoneman & Co. will continue their mahogany and veneer business at 16 West Erie Street, Chicago.

The St. Louis Lumber Dealers' Association held a meeting and banquet on Thursday evening, December 14, at the Missouri Athletic Club. There was a large attendance, and some very good speeches were made by leading members of the association. The speech on "Discounts," by Julius Seidel, the toastmaster, was a starter, and the talks on car service and the benefits of association work which followed were highly appreciated by all.

A large log derrick and boom are to be built at the plant of the C. F. Liebke Hardwood Mill & Lumber Company in the north end, at a cost of \$8,000.

A fine assortment of stock is being arranged for the Tennessee as well as the local yards of Steele & Hibbard, and their receipts of cypress and hardwoods are now running into large figures.

J. N. Woodbury, manager of the lumber department of the Ozark Cooperage Company, Frisco Building, reports a good trade in hardwoods generally during the past month or six weeks.

The past year has been a good one with E. H. Warner, well known St. Louis hardwood dealer, and he considers the outlook for the new year as giving promise of even better things. His yards are well stocked with a large assortment of hardwoods of choice variety.

A very encouraging increase of business dur-

ing the past few months, as compared with the same period in 1904, is reported by several of the leading hardwood concerns, among them the Plummer Lumber Company, which notes an increase of fifty per cent for the three months preceding December.

Among the lumbermen in the local colony who have recently returned from trips is A. E. Aude, who has been South looking over the hardwood situation at Portageville, Mo., where his company, the A. Boeker Lumber Company, has a mill cutting oak and gum lumber. Mr. Aude found the stocks in the South badly broken, on all sides, with weather interfering very considerably with logging, and shipments rendered most difficult by reason of the prevailing car shortage.

#### Nashville.

There is a movement on foot in Nashville just now that will prove of great interest to all pencil manufacturers and cedar dealers in the country. An ordinance is soon to be introduced in the city council requiring all wires to be put under ground. This will mean the building of conduits, and that overhead wires will be a thing of the past. Nashville is a network of overhead wires and there are hundreds of thousands of dollars' worth of fine cedar posts standing all over the city. Some of the cedar posts, on which wires are suspended, cost \$35 and \$40 apiece, and could not now be duplicated for any price. Many are thirty and more inches in diameter. All of them will have to be cut down or pulled up, and pencil companies, dealers in cedar piling, etc., will be in a scramble to secure the timber. Cedar has become so valuable now that it is being replaced by creosoted pine and locust for poles.

The sawmill of J. B. F. Briggs at Waverly, Tenn., has been destroyed by fire. The origin of the fire is unknown. There was no insurance; loss, \$800.

Hugh C. Card of the John M. Smith Lumber Company of Nashville has acquired extensive lumber interests in Mississippi, and just now is erecting a large hardwood mill in Birmingham. The Hugh C. Card Lumber Company has bought several thousand acres of timber land in Alabama. A sawmill with a capacity of 75,000 feet a day is being put up. Most of the laborers were taken to Alabama from Nashville.

Rafts of lumber are reported moving briskly on the Cumberland at this time, thanks to the recent tide. A few days since a big cedar raft arrived, consigned to the Nashville Tie & Cedar Company. Several smaller cedar rafts have come down from the headwaters of the river.

Holland & Holland are soon to start a churn factory at Humboldt, Tenn. These gentlemen are from middle Tennessee, but believe there is a fine opening for such business in Gibson county.

A deal is on foot in Nashville for the organization of a boat repairing company, with dry docks fifty feet wide by two hundred feet in length. Captain Tom Gallagher is mentioned as manager of the concern, and Phil Pettit of Jeffersonville, Ind., will be foreman. Such a plant would be a great boon to the Cumberland river interests, as at present all boats have to be repaired several hundred miles below Nashville.

A certificate of the charter of the Anchor Block Mills has been registered at the court house at Clarksville, Tenn. This is a New York concern with a capital stock of \$50,000, authorized to do a general lumber and manufacturing business. The company will deal in shuttle blocks and manufacture different wooden articles in this state. The incorporators are Edmund Gardner of Lancashire, England; E. J. Beechcroft and J. B. McConnell of New York.

A boiler exploded last week at the plant of Lane, Burriss & Wade, near Cookeville, Tenn., wrecking the entire plant. Andrew Lane and Robert Wade were killed. The company ran a saw and shingle mill.

A jury in the chancery court of Davidson county, at Nashville, has just decided some very





been handicapped somewhat by the poor payment of its bill on this account have cut down their production, not wishing to pile up timbers and move them again for loading. The stock for orders is in sight, however, and is being delivered. The indications are for a lively demand for southern stocks. A. S. Bliss of the same company reports some good sales of northern hardwood and of lath. He has been selling birch in Tennessee and Georgia, in hardwood territory, to furniture and interior finish factories.

C. F. Osborne of Osborne & Clark is absent on a trip of inspection to their retail yards at Erie, Ill., and vicinity. D. F. Clark of the same company reports that while demand from the northwestern trade is naturally rather quiet just now, the volume of inquiries and the general outlook promise a first class trade after the holiday season.

#### Louisville.

In the complaint filed in the name of the A. E. Northern Lumber Company and others against the merchants doing business in the state, the lumbermen won on every charge. One item was the high rate on ties; another, the matter of payment of an equipment for logs; another, the discrimination regarding walnut, cherry, cedar and other logs; another, the question of rebates. The matter of lumber rates charged from different points in the state will be considered at a hearing which is set for the middle of February.

Perkins & Pettigone say that they do not find export conditions as bad as they appear from printed reports, and have been, in fact, enjoying a very satisfactory export trade right along on gum, poplar and ash. This satisfactory business is on orders and not on consignments.

Ed Smith of the Smith-Henry Coopers Company, Louisville, and Smith Brothers, Livermore, Ky., says that the Livermore plant manufactures some chair stock in elm and receives very fair prices for this dimension stuff, equal if not above those realized by others for oak during the fall.

The Stotz Lumber Company reports the hardwood market as improving, especially in poplar and plain sawed oak. Chestnut is in excellent demand, business apparently limited only by the supply. The Stotz Lumber Company has leased ground and is opening up a yard here for assembling and distributing hardwood stock at wholesale. This yard will be stocked from the mills throughout the state.

The Kentucky Stave Company reports an excellent volume of business both in whiskey and oil coopersage. This company operates about twenty-five plants scattered through Kentucky and Tennessee, and is busy at all of them.

Hiram Blow & Co., with probably the longest string of tight stave and heading plants of any concern in the country, say that they have more business at present than they can take care of.

John Ulrich of the Chicago Oak Lumber Company, Chicago, was a visitor in Louisville during the past week. His company is buying car material in oak and poplar. Mr. Ulrich contends that plenty of stock can be bought at current prices, and looks at the future philosophically. Being a good buyer, he naturally does not argue that present conditions ought to bring higher prices.

#### Ashland.

T. N. Fannin, of the Keys-Fannin Lumber Company, is devoting his time to Herndon, W. Va., where the company is erecting a large mill. Several miles of tram road are being built, and preparations made for extensive operations in the spring. Mr. Fannin is now at his home in this city to spend the holidays.

The W. H. Dawkins Lumber Company has just closed a deal for several thousand acres of timber land on the Guyandotte river. The tract is a very valuable one.

Mr. and Mrs. R. H. Vansant have returned from a six weeks' stay at Hot Springs, Ark.

The plant of the Yellow Poplar Lumber Com-

pany at Oak Grove, O., is in operation after a long idleness, owing to scarcity of timber. Both the sawmill and planing mill departments are busy, filling some big orders.

J. H. Kester of the W. H. Dawkins Lumber Company is at Parkersburg, W. Va., for a visit of a few days.

C. Rodenhorn of Canal Germany, has spent several days looking over our markets. He deals extensively in lumber and sold some nice bills of lumber and staves to the local consumers, through his agent, Mr. Katz of Memphis, Tenn.

A tide in the Big Sandy has brought out a million feet of timber, enough to keep the river mills busy for some time.

J. R. Thomas of the Eastern Lumber Company, Birmingham, Ala., was among the week's visitors.

Morris A. Hayward of the Kenova Poplar Manufacturing Company is in Columbus to spend the holidays with his family. F. E. Way, secretary of this company, will visit in Chicago, accompanied by his wife.

There is a gratifying scene of activity about the office, mills and yards of the Kenova Poplar Manufacturing Company. Morris A. Hayward says the outlook for the coming year is the most promising in his twenty years' experience. The volume of business is enormous and the company has orders booked far into 1906. The mill will have to run all during Christmas week to fill orders, contrary to the expectations for a week of rest. This company will invoice January 1.

#### Wausau.

The Hamilton Manufacturing Company of Two Rivers, manufacturers of printers' wood type, employs 500 men and is never caught up on orders. The company sells type, racks, cases and cabinets to the 35,000 printing offices of North America and to every civilized country in the world except Russia. Until recently it was the only company in the world engaged in this business, but one of its former employees has started a factory at Ludington, Mich. Hollywood is used in the manufacture of wood type, and other hardwoods for the various supplies turned out by this concern.

A large new sawmill is being built at Papoose Lake, twelve miles west of Star Lake station. The enterprise is backed by Minneapolis capital. The mill will cut hardwood almost exclusively. A track is being laid to the mill by the Chicago, Milwaukee & St. Paul.

The Coye Furniture Company, Stevens Point, is having a large steel standpipe built for fire protection. It will be tall enough to maintain a high water pressure.

The English Manufacturing Company, which recently converted the Illinois & Wisconsin Lumber Company's planing mill at Merrill into a woodenware factory, has commenced operations and will begin shipping its first product about January 1. John English is president; Joseph Emerich, secretary, and E. H. Staats, treasurer. The plant is a model of up-to-date construction.

J. A. Underwood, president of the Underwood Veneer Company, Wausau, is this week visiting his plant at Mobile, Ala.

The firm of Hamel & Meyer, cabinet makers, Marshfield, is so crowded with orders at present that it is necessary to work night and day. The company makes office, store, bank and bar fixtures and furniture.

Florian Lemmer of Marathon City, has completed a mill five miles south of the village, having a daily capacity of 40,000 feet. It is new throughout and will be started after January 1. Together with a large hardwood tract in the vicinity, it will be a big factor in the lumber trade.

C. H. Donaldson and Arthur Jarvis of the Mason-Donaldson Lumber Company, Rhinelander, closed a deal in Milwaukee last week with the Hiles Lumber Company whereby the former company has purchased the entire output of the Hiles company's mill at Hiles, Wis., for one year. The output will amount to about 18,000,000 feet, mostly hardwood, involving an outlay of \$250,000.

In and around Palmyra are some fences of white oak rails, built sixty years ago, when Wisconsin was a territory. The rails are still in a fairly good state of preservation.

Braun Bros. & Co., Athens, are filling an order for twenty-five carloads of grain car doors, operating night and day and shipping at the rate of three cars per week. Each car contains 10,000; the contract calls for 250,000 doors. Half a million feet of lumber are required for the order, birch being the lumber used. The grain doors are for the Chicago, Burlington & Quincy Railway Company.

The formal transfer of the Coye Table & Desk Company's plant, Stevens Point, to Joerns Brothers, St. Paul, Minn., was completed last week. The plant, which has been idle for a number of years, will be put in operation January 1. In addition to tables and desks the company will manufacture folding beds.

For the first time in eight months fires were kindled under the boilers of the Bowen Manufacturing Company's plant at Fond du Lac last week. A large section of the plant has been leased to the Gurney Refrigerator Company, which proposes to operate it during the coming season. The Gurney company leases the property partly because it is behind something like 10,000 refrigerators in its orders and partly for the reason that a new engine and machinery are being installed in its own plant.

The mild weather has greatly affected logging operations throughout the North. Companies which started shipping logs have given it up and put their crews back skidding. The swamps, too, are not frozen and this also is a drawback to operations.

The railroads are getting their logging cars ready for winter shipment of logs. A total of 2,500 are used in and around Marinette alone, which is a great lumber center.

A suit which may affect many lumber companies throughout the whole country has been begun by the Lumber Anti-Stain Company, a Virginia corporation, against two Marquette, Mich., lumbermen and also the Nestor Estate. The suit is to prevent the companies from using a process for preventing stain in lumber which was invented by Robert H. Munson of Bay Mills. Munson alleges infringement and should be able to prove his case.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

#### Chicago.

The month of December has proved a very good one in the Chicago hardwood trade. The business of the last three months has been so much in excess of what naturally could have been expected as to make up to a considerable degree for the serious losses sustained by the Chicago contingent incident to the teamsters' strike of last summer. Many dealers report De-

cember as the largest and most profitable selling month of their business history.

The average dealer is entirely optimistic over the future of Chicago business and has made every effort to keep his stocks well up, meeting every large sale with increased purchases so far as he was able to secure stock. The recent purchases in oak, poplar, cottonwood, maple, birch and basswood in this market have been very generous.



While the average manufacturer's final balances for the year have not been made in a general way it is apparent that in the majority of cases they will have handled their inventory in a moderate way. It is too early and premature to make the history of a large industry of such kind as the general condition of concerns were in as good shape as it is at the present time.

### Boston.

The market for hardwoods has shown more tendency to strengthen than for some time past. Furniture manufacturers have been busy and have good orders ahead. Veneer mills are well employed. Stocks of hardwood are not burdened, and in some instances there is a decided shortage. One of the largest handlers in this market states that the supply of hardwood lumber will be smaller January 1 than for several years. He explains this condition by saying that many cars that should have arrived here have not been shipped owing to the car famine or because the railroads did not have engines enough to handle the business offered them. A shortage of cars is always expected at this time of the year, but it is worse now than ever before and no encouragement is held out that it will be any better for some time. Prices are very firm and many predict higher values during the next few months at least. Orders for spring delivery are being placed at today's prices.

Plain oak is in very good demand. From letters received by wholesalers it is learned that the supply of plain oak ready for shipment is very small in primary markets. Practically the only stock in the market is inch lumber; thicker than this is very scarce. One inch is quoted firmer at \$51. Quartered oak, one inch ones and twos, is in very good call. Some dealers report a very decided increase in the demand. It is quoted at \$76 to \$78, but the latter figure is more the mark for business. There is a short supply of brown ash with the greatest scarcity reported in stock thicker than one inch. The latter is quoted at \$50. Wholesalers report a very good demand. White ash is in fair demand at \$45.

The call for chestnut is fairly active and offerings are not large. Reports of price cutting in maple flooring are still heard, but they are not as prominent as they were. Dealers are receiving reports from the small mills showing that they are well filled up with orders and are not prepared to take on more business excepting at full prices. Wisconsin red birch demand is not brisk. A very fair call is reported for cypress. A shortage of desirable stock is found, and the dealers are being forced to buy in the open market in order to get stock enough to satisfy its trade. Reports of cutting prices are heard from salesmen who have recently returned from the mills. With the shortage reported several dealers say that they do not see how anyone can expect to fill orders without a loss where lower than list prices are quoted. Red gum meets with but little inquiry at present. Whitewood is selling in rather a slow way. One inch ones and twos are in moderate demand.

### New York.

There has been a decidedly better tone to the hardwood situation during the past fortnight and the market is showing a decided improvement. The demand for stock is increasing and the supply is becoming more ample. The market is showing a decided improvement. The demand for stock is increasing and the supply is becoming more ample. The market is showing a decided improvement. The demand for stock is increasing and the supply is becoming more ample.

While the market is showing a decided improvement, the market is showing a decided improvement. The demand for stock is increasing and the supply is becoming more ample. The market is showing a decided improvement. The demand for stock is increasing and the supply is becoming more ample.

demand is such as to give a timely warning to come early and avoid the rush. There is at present a shortage of common and better plain oak, ash, birch and chestnut, although the poorer grades are plentiful enough and it seems a safe prediction that this shortage will not be relieved between now and spring. Inch plain oak and ash are strong at \$47 and chestnut at \$45. Basswood is steady at \$27.50 for log run. Quartered ones goes begging, and there is more than enough stock for current wants at prices ranging as low as \$48 to \$70. Birch is strong and scarce. Maple is in ample supply and only fair call. Poplar is moving fairly well, but is slow getting back to its former ground. Prices show a slight change and concessions are being asked and granted in some instances. As a whole, however, the year closes with the hardwood market strong.

### Baltimore.

The hardwood trade continues in the same prosperous condition. The market is remarkably strong and values are fairly sustained. Good dry oak is still very active, stocks being eagerly sought by dealers as well as consumers, and the range of prices being high enough to stimulate production to the utmost. The common grades are considerably easier than for some time, both as to supply and values, and the stocks held here are ample for current requirements. It is only the better quality of lumber in which a shortage may be said to exist. Ash is hardly less active than oak, the holiday season having so far exerted no very appreciable effect upon the demand. Buyers are in the market to a considerable extent and the movement is fairly large, being restricted somewhat by the freight embargo on the railroads. There is still a good call for mahogany from manufacturers of store fixtures and furniture. The revival in the domestic popularity of walnut also continues and relatively large quantities of this wood are entering into consumption. Chestnut, maple and other hardwoods are all being used freely at the present time, and the movement would attain even larger proportions but for the transportation problem. Poplar alone appears to be rather dull, with prices hardly up to the general range. The diversion from this wood which took place some time ago has not yet been neutralized, so that, notwithstanding attractive offerings, the call for stocks is only fair, while there is more or less fluctuation in values.

The exporters continue to report trade quiet. They state that the range of prices in the domestic market makes it impossible to lay down stocks abroad at figures satisfactory to foreign buyers. One thing in favor of the exporter is comparatively low ocean freight rates, which goes far to keep the quotations within such bounds as make selling possible. The stocks held in England and on the continent are moderately large regardless of the quiet in the trade, which is taken as an indication that much business is being forwarded on consignment.

### Pittsburg.

The year 1905 is closing in a way extremely satisfactory to the trade. During most of the year the majority of concerns have had orders away ahead of stocks. Excellent prices have prevailed for hardwood all the year. The very general tendency of quotations has been upward, and hardly a week has passed the latter half of the year that a higher figure has not been registered for some wood. Building operations have been fairly active and in the industrial world the activity has been such as to cause one of the local market to ask that Pittsburg ever saw. More than all, money has been plenty, collections were uniformly better than in former years, and the general spirit of business was hopeful with a strong leaning toward higher prices for all commodities. The Pittsburg Wholesaler Lumber Dealer Association is entitled to much praise for its part in keeping things up to a uniform high standard all the

year. There has been no lagging over prices, the association has fixed quotations, and they have been adhered to with a readiness and steadiness that showed conclusively how well the association stands in the minds of the dealers.

At present conditions point to an excellent season of hardwood selling after the holidays. Stocks are low and prices high with an upward tendency. The big manufacturers are cashed, the coal companies are developing thousands of acres in this territory; architects and contractors predict an active season of building next year, and the railroads and street railways are getting ready for lots of work in the spring and the work of improving the three rivers is going on apace, all of which means that Pittsburg will be a big hardwood distributing center next year.

Mill cull chestnut is hard to get and is bringing fancy prices for quick delivery. Sound wormy on the other hand is a little more plentiful in market and some firms report the prices of it a trifle off late.

Maple flooring is still at prevailing quotations. Rumors of an advance are frequent, but there has been no definite announcement to this effect.

Good oak lumber of any kind is bringing excellent prices. The poorer grades are fairly plentiful and are selling well. Heavy timbers are not in such active call as a few weeks ago, but bill stuff for building is badly wanted.

Ash is having a steady sale to handle and spoke factories and for use in manufacturing cars. Probably more of this wood has been sold the last year in Pittsburg than for ten years previous, owing to the fact that Pittsburg wholesalers have scattered their salesmen over territory where are located the big furniture factories and the carriage, automobile and handle factories which consume so much second growth ash.

Some beech is selling for the hub factories, north and east of Pittsburg. Considerable elm is also finding a market in these factories.

Several local firms have lately bought or contracted for good lots of hickory timber for 1905 delivery. One large tract in northwestern Pennsylvania has just been cleared, netting the contractor a large profit. Ohio hickory leads in market on account of its superior grain. The price on No. 1 stock is satisfactory and firms that can supply stock for wheel hubs, spokes and handles have no trouble in getting their own.

### Buffalo.

Hardwood lumber is selling at a fair rate, though sales have been retarded slightly by the holiday and the coming of the winter exhibitions. The exhibitions after the holiday will affect business for the hardwood at least considerably, especially in oak, which is a wood that is used in its place. It points out a large amount of lumber at that time, away from the meeting, which will lead to the many orders it means a slow time at least for a while.

The sale of white and yellow pine and hemlock has been so brisk that the buyers that hardwood condition follow which is proved if there is not a big revival of the next year. This does not mean that the year has not been unsatisfactory. It only means that the year has not been as good as hardwood is it has in other wood, and but for that no one would complain. Most varieties of lumber have been in light stock and the demand good. The difficulty has been more with maple and basswood. The stock of basswood has not been very heavy, and it is felt that the demand for it is going to be better soon. Maple is too plentiful and with the sluggish call for it it does not seem likely to decrease right away. Elm remains quiet but the mill prices are still too high for the market.

Oak, ash, chestnut and birch are doing well. Chestnut is snapped up and a good call it comes on the market. The dealer who has any black ash is lucky for to get rid of it immediately. Birch sells in place of oak and

is a regular stock in a way that it has not been till late years. There is a prediction that poplar will advance early in the year, as the demand has increased of late and the supply is not large. Cypress sells well with a tendency toward higher prices.

#### Saginaw Valley.

The market is in much better form than it was a month or so ago. Dealers and manufacturers are carrying fairly good stocks and the trade is taking more lumber than it did sixty days ago. Maple flooring men are contracting for large stocks of maple in expectation of continued activity in business. The flooring trade has been exceptionally good this year and there is no question of any letting down in prices. The foreign demand appears to hold on well. Some mill men have contracted the maple cut of three or four months. There is more firmness to basswood and birch also and these commodities are moving well for this time of year when the hardwood industry is usually at ebb tide. Lack of cars is interfering with shipments to a large extent. The indications for next year are good and people who handle hardwood are looking forward confidently. There will be a large stock of logs put in this winter, aside from the larger firms that operate the year through. Not much oak has been cut in eastern Michigan this year, a few firms only receiving stock. Some oak logs have been hauled to Big City and manufactured. Ash is becoming rather limited also, but there is a large supply of maple, elm and beech and some birch. After the holidays there will be more doing, but hardwood men can enjoy their Christmas with good reason, for on the whole the year has not been a bad one in trade. Prices are holding as well and it is believed they will improve.

#### Indianapolis.

The lumber situation in Indianapolis continues satisfactory for the dealers, who report that the business for the year that is just closing has been very good. Likewise, it is said that the Indiana dealers outside of Indianapolis have also had a good year's business. However, the volume of business transacted was hardly up to what some of the optimistic dealers thought it would be, although this is not to be taken as being evidence of any real disappointment, for the lumbermen of the city and state are by no means disappointed.

During the month of December the greatest demand has been for plain oak and ash. In fact, plain white and red oak led in point of demand during the entire year. Prices on all grades of hardwoods continue firm, with a slight upward tendency. Prospects for a good start for the year 1906 are bright. Dealers say the

coming year's business promises to have a snap and a vim to it that will prove highly enjoyable to the lumber trade before the end of 1906 comes around.

#### Bristol.

Trade conditions in this city and section remain in a satisfactory condition with little perceptible change. Dealers and manufacturers seem to be currently pleased with the situation, although they are still expecting a slightly better business in the spring. The export trade is declared to be especially good, and within the past few months the volume of stock that has been exported from this section has increased until it is almost as important as the domestic trade. With this firm conviction and confidence in the future dealers are making heavy contracts for export steel to be cut and delivered next year. The mills are all running regularly except in a few instances where they have been handicapped by the inclemency of the weather. There has been very little cold and wet weather in this section to date, which is regarded as an index to exceptionally bad weather in the winter and early spring of 1906.

The car trade seems to be improving, and at first shippers are more encouraged. The large numbers of cars which have been out for several weeks are fast returning and it is expected that this will greatly relieve the situation. The Virginia & Southwestern railway has placed five hundred additional box cars on its road, which will aid shippers somewhat. Railroad officials declare that the present car shortage is due to the fact that the past few months has been one of the best business periods in the history of this region, as represented by railroad traffic, and that the demand made on railway equipment was so great and so unexpected that the supply of cars was soon exhausted and nothing could be done until they began returning. This business condition could not have been anticipated by the railroads," declared a well known freight agent of the Southern railway. "We have done everything in our power to aid shippers. On this division [Knoxville] about seven hundred more loaded cars are being handled daily than at this time last year." The Southern has done everything possible to relieve the situation and by strenuous effort have succeeded in greatly improving it. Coal operators have also been short of cars. Shippers generally in this region deeply appreciate the efforts of the Southern to aid them in the car shortage.

#### Cincinnati.

There has been no noticeable falling off in the hardwood movement during the past fortnight and the volume of business for December will prove the best for the month in a number of years. Consumers instead of restricting their purchases to necessary wants have been in the market on an active scale, the known shortage in stocks causing free buying and more than counterbalancing the desire to purchase as little as possible to make the most favorable showing on the year's balance sheets, tree sheets.

The outlook for a heavy winter's business is very encouraging. Building operations so far have not been hampered by weather conditions and by the time the winter sets in enough buildings will be under way to insure good business until spring. Furniture, coffin, wagon, carriage, handle and piano manufacturers will continue heavy purchasers for some time. Trouble is still being experienced in getting cars promptly and no immediate relief is promised by the railroads. Receipts are being delayed some instances as long as a week and when cars are wanted they have to be ordered five or six days in advance, and it is necessary to keep prodding the railroads to get the cars there. The lumber yards are getting in a little better with the car shortage.

hardwoods, which, however, are limited in quantity. Advances from mills are to the effect that they are running behind; that there will be a decided shortage in dry stocks this winter seems a foregone conclusion.

The demand the last fortnight has been best for plain red and white oak and with dry stocks in desirable grades at a low ebb prices have displayed a stronger tendency. Quartered oak maintained its firm position. Ash met with urgent calls and with limited offerings showed extreme firmness. Chestnut was free to move at old values. Cypress was without change, both so far as demand and price were concerned. Red gum stocks are not excessive and upper grades are meeting with a brisk demand and a firm feeling prevails. Common and cull grades remain rather featureless. The trade which makes a specialty of cottonwood has been in the market for heavy supplies and prices have been sustained without difficulty. First and seconds met with the best inquiry but mill culls were not a drug by any means. The poplar situation has been without feature. The demand, which has been steadily increasing, has assumed liberal proportions.

Export trade has not exhibited the expected increased activity, the difference in the views of buyers and sellers being so great that dealers across the pond are not showing the interest in the market that was anticipated.

#### Chattanooga.

Judging by present indications every lumberman in this city should spend a merry Christmas and a Happy New Year. The hardwood fraternity in this city has much to be proud of, as business is looking up and inquiries are double what they were only a month ago. One of the best indications of a heavy winter trade is that large manufacturers have commenced to buy more heavily. For the past eighteen months buyers have been making purchases only in small lots for immediate use, but during the past week or two several buyers have purchased as many as ten or twelve carloads from the lumbermen of this city. The hardwood situation almost parallels the yellow pine, and hardwood dealers are in high spirits.

While the demands for Nos. 1 and 2 poplar has been reasonably good all along, there is great activity in the common and cull grades which is a splendid indication. Mills handling or manufacturing poplar siding have more than they can do just now.

Plain oak still leads, with quartered oak a close second. There is practically no dry stocks in plain oak, however.

Chestnut continues in good demand, and especially is this true of sound wormy. The coffin concerns are now laying in large quantities of this stock.

With the increasing demand and the comparatively short supplies a steady advance in prices is confidently expected during the next few weeks. In fact, there has been a slight advance in the market within the past few weeks. None of the mills here depending solely on the railroads for log supplies is well stocked, and a suspension in operation of some for a short time is almost certain.

#### St. Louis.

The hardwood market continues fairly active in regard to most woods. Both red and white oak is making a good showing. Red, plain sawed, is in good demand, and stocks of it are getting low in most yards. White, plain sawed, is stronger in price, and is still a good seller. Poplar continues to move out in a fairly satisfactory way, particularly in the upper grades. Prices are reported well maintained. The lower grades of poplar are in larger movement than for several weeks past. Both cottonwood and gum are in increased demand, and at somewhat higher prices on the better grades of gum. The demand for cottonwood is

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quartered oak is also picking up to some extent. There is a good call for ash, inch and thicker, and the volume of the business being done in this wood is more satisfactory than in recent weeks. Receipts are somewhat hampered by the continued car shortage, shipments from some of the mill points being woefully backward just at this time.

#### Kansas City.

Trade with the hardwood dealers has been active through the month. The inquiry has been steadily strong, and, contrary to the usual experience in December, the inquiry has grown heavier as the month advanced. Through the entire year business has been active in all lines. Heavy building operations at Kansas City have enabled the dealers a local business for the year in excess of any previous twelve months, and present indications are that the next six months will be fully as active. The demand from outside points has also been steadily satisfactory, and as stocks at the mills have been light and hard to get promptly, dealers have had as much business as they have been able to handle with any degree of satisfaction. For some items the demand is in excess of the supply, as wagon stock, car material and plain white oak of the better grades. Dealers have been badly handicapped this month in getting stock from the mills owing to the car shortage, which has been more general than any previous time. The railroad companies give little promise of early improvement, so that shipments will probably drag for the next month or more.

From present appearances, buyers are going to have trouble in getting sufficient stock to supply their needs during the early part of next year, and the scarcity of lumber at the mills will be as great as during the top part of the present year. The mills were only able to run to advantage during the past four or five months, and the bad weather has again set in throughout the southern hardwood mill districts. Hardwood men report snow as far south as central Arkansas, and rain from there down toward the gulf. With the exception of a few of the largest mills, the supply of logs on hand is very low and bad weather means difficulty in getting logs, and interrupted mill runs. There is scarcely any lumber in shipping condition at any of the mills, and the shortage of stock will probably be greater at the beginning of the new year than ever before. The bullish tendency on all kinds of lumber is a plain indication of the general scarcity of stock, and the year is closing with all markets very firm.

#### Nashville.

The close of the year 1905 finds Nashville only pleased because it is the holiday season, but because business is better than they have lumbermen wreathed in smiles. They are not even known it before. They are checking up for the year and all are satisfied with results. Everybody has all the orders he can fill, lumber of all kinds is bringing good prices, and the indications are that even better figures will be realized. Everything points to the season of 1906 opening with a call for lumber enough ahead to keep dealers busy for months. The lumber trade in this section, which have appeared several weeks sooner than usual, have not had time to get tired of the number of inquiries that are expected, but are that the supply is not enough to suggest lowering of prices.

The demand for wood and lumber is very heavy, and the supply is very short. The demand for wood and lumber is very heavy, and the supply is very short. The demand for wood and lumber is very heavy, and the supply is very short.

#### Memphis.

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any time this season. There is practically no falling off reported, as is usual at this season, and the year is rounding out with a full head of steam. The foreign situation shows practically no betterment. Offerings are generally limited in shipping dry stock and this, together with the good demand here, is resulting in a further stiffening of values. Prices now being paid are on almost every item the best of the year, but the trade is strongly of the opinion that still better prices are to be secured after the turn of the new year.

Conditions surrounding production show very little improvement. A large manufacturer, with mill in eastern Arkansas, is authority for the statement that, in his experience of nineteen years, he has never seen so much water on the ground and that he has never seen the production of lumber so handicapped by unfavorable weather as it has been during the past few months. The upshot of these conditions is not only a scarcity of lumber for immediate use but also a decided shortage in amount now being placed on sticks to supply the demands of the late winter and early spring. Moreover, the timber supply is very light, with little prospect of material increase, and this is another factor contributing to the strong position of southern hardwoods.

Plain oak is in very active demand for both red and white, while the supply is limited. There is some improvement reported in the call for quarter sawed white oak, but quarter sawed red is very quiet. The price of plain red has advanced materially. And yet, in the face of the comparative dullness of quartered oak, there is not much accumulation of holdings. In fact, lumbermen here say that a normal demand would soon take up everything available. Ash and cypress are in excellent demand at full prices, while cottonwood and gum are in more active request than heretofore. Prices on both of these items are stiffening right along, and the situation is much better than even a month ago. There is no item scarcer than cottonwood with the single exception of plain oak, and what is available is bringing about what the seller asks for it. Poplar is gaining ground to some extent and a very satisfactory movement is reported in this wood.

The outlook is pronounced by the trade as very satisfactory so far as demand and prices are concerned, but there are some misgivings when it comes to the delivery of lumber because of the scarcity of cars and the shortage of dry stock. An active demand is anticipated early in the new year and prices are, in the opinion of the trade here, almost certain to advance above the current level on every item of the list.

#### Minneapolis.

The general situation is one of expectancy with every promise of a fine run of business in hardwoods beginning soon after January 1, when the factories have completed their inventories, made their plans, and are ready to start on 1906 operations. This is evidenced not only by the activity in the factories and by the general prosperity in which the Northwest is sharing, but by the attitude of buyers. They are inquiring for stocks and prices, and the size of the inquiries goes to show that when they buy it will not be in the hand-to-mouth fashion, which has prevailed for the past few months. The large consumers are well acquainted with current conditions. They understand that the stock they can use is quite limited in supply and held in strong hands. It is quite likely that a shortage will develop in some items, so that the part of the market to be ordered now. The price will not be as low as now. Not many orders are being placed ahead of time. Altogether the present outlook for the hardwood trade here is very bright, and the trade is well prepared to meet the demand for the new year.

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feel confident of some big doings later on and nearly all wish they had more stock to supply the coming demand.

Sales are active in oak for use in construction and repair shops. The demand from this trade is general and comes in large quantities. Orders of twenty-five cars or more are noted at present date. Plans look for the factory trade is also doing well at present. Birch is figuring largely in sales and inquiries, and the demand for veneer is a feature of present conditions. Maple veneering is active and our recent report of a scarcity of maple veneer has been fully justified. Elm wood is also in demand for veneer and for attention, and the mills generally report their hardwood stocks are at a low level, lower than last year. The factories are preparing for inventory, and the process will usually show large stocks of lumber which must be accounted before the end of the season. The sash and door people are continually working up hardwood for second cuts, which are come in unusual quantity for so late in the building season.

### Louisville.

Package material and cut oak form the most active materials in the Louisville hardwood market at the present time. The demand for boxes and box material has been unusually brisk this winter, and the volume of business in this line has been at least ten per cent above normal. The local factories have simply been loaded down with work, but will probably get cleaned up and enjoy a lull about the first of the year.

In the tight cooperage market there has been a decided increase in the demand and prices of all stock, in addition to a lively demand and stiff prices that have prevailed for whiskey stock all fall. In fact, the local concerns, which have among them more than fifty plants operating in the South are taxed to their full capacity, and the only source of worry is to get out the material to fill orders.

The announcement that the Southern Railway is to place orders immediately for 10,000 freight cars coming on the heels of the already active market for car material is playing right into the hands of the manufacturers who have been making efforts to increase the price of this stock and the offerings of car stock manufacturers are being raised from \$1 to \$2 right along. In short, it looks like the beginning of the fulfillment of the prophecy made in these columns early in the season that those who were not overanxious to contract and would hold off a little might later on get better prices for material. The chair stock people are holding out probably harder than anyone else, but the indications are that while they may get a few bargain lots of stock here and there, they will wind up by having to pay better prices to such manufacturers as understand how such material should be made and realize the value of this class of material.

There is nothing new in the gum market, but poplar is looking up right along and buyers are becoming more urgent in their demands, with manufacturers holding for better prices.

### Ashland.

Lumber prices in the Ashland district are holding up firmly, with every indication for a steady advance. Trade is excellent, but a lack of cars is causing serious trouble. There is an unusual amount of building. Crops have been good so that the farmers have ample means, which they are using in the erection of new homes, barns, etc. The railroads are placing orders for equipment of all kinds, in order to meet the heavy freight traffic. There is plenty of money, and the country is prosperous, of which the lumber dealers will get their share.

There is a big demand for the best grades of oak and poplar, both of which are very scarce,

and have been about bought up. The demand for low-grade stuff, firsts and seconds, common and mill culls, has been greater than the supply, and dealers who have a supply of these grades are reaping a harvest.

The hardwood people of the Ohio valley find it difficult to get enough timber to keep mills running. The timber near the markets has all been used up, and all of the best tracts are far from the railroads and rivers, thereby adding very materially to the cost of getting it out, in the way of tram roads, etc. There are a number of mills being built and operated on these inland tracts, but the owners find difficulty in getting good men to operate same, and much of the output is very imperfect.

### Wausau.

In the Marinette market it is reported that prices are not as strong as last year and that there is not as much demand, although there is quite an amount of lumber being cut for rail shipment. It is thought the existing conditions in the market will affect prices next spring. Inventories being taken in the different yards throughout the state show that there is less lumber on hand at present than at this time last year.

### London.

The arrivals of lumber have not been so heavy during the past fortnight, and there has been a slightly better demand for stocks, but things will slacken owing to the approach of the Christmas holidays. Prime whitewood and oak are in fair demand, but the lower grades are neglected.

Satin walnut is being asked for, but the supply, though light, is equal to the demand.

The mahogany trade is still very good. Many dealers are busy selecting wood for the American market and the home trade is fairly active. It is reported that the Segar-Emery Company has closed its mahogany mill here and reshipped the machinery to the States.

John N. Plured and Judge Prentiss of the American Walnut Corporation, with headquarters at Kansas City, Mo., and C. L. Willey of Chicago and J. Hawkes of Cincinnati are London visitors at the moment.

### Liverpool.

Alfred Dobell & Co. report that the auction sales of mahogany, held during the past month, were well attended, and that demand was active, with spirited competition, a very large amount of mahogany being disposed of at satisfactory prices. African wood was eagerly competed for and sold quickly at good rates, defective wood and small sizes being somewhat neglected, however. There have been no arrivals recently of Mexican stock, and Laguna wood of medium and large dimensions and sound, would meet with ready sale. In Honduras, Guatemalan and Nicaraguan mahogany the imports are light and good sizes in prime condition would come to a welcoming market.

Rosewood is rarely inquired for and no stocks are on hand. Satinwood logs of good sizes, when in combination with figure, are in strong request, and would realize good prices. In lignum vitae only shipments of prime, thin-sapped, sound and straight wood are wanted, and such would realize good prices.

Round southern oak has arrived moderately, prices unchanged. Shipments of Baltimore waney logs, in handy-sized parcels, strictly prime quality, can be recommended. Wagon planks of medium and inferior grade, are still in excessive supply. Walnut logs in large sizes, strictly prime, realize full values. Planks and boards are arriving freely. The inquiry for logs, planks and boards in strictly prime quality whitewood is good, but the stock of small and inferior wood is ample. Ash and hickory import has been light. Handy sized parcels of prime logs would realize full value.



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## EMPLOYES WANTED.

### LUMBER BUYER AND INSPECTOR

Wanted for the export trade. Must be high class, competent man and thoroughly posted in regard to all kinds of hardwoods. Apply by letter only, giving references and particulars of experience and stating salary expected, to "P. B." care James Kennedy & Co., Ltd., Cincinnati, Ohio.

### EXPERIENCED MILLMAN WANTED.

Thoroughly posted in manufacturing and grading southern hardwoods, with band mill of at least 15,000 feet daily capacity, to locate on large tract in healthy southern territory. We will contract for a term of years to deliver on cars at mill a minimum of 3,000,000 feet of logs each year; entire balance of operation to be handled by millman. Exceptional opportunity for energetic, up-to-date man. State age, experience, prices wanted and how soon could move.

"BOX 164," care HARDWOOD RECORD.

### LUMBER INSPECTOR

Required by exporter, well up in buying and inspecting lumber and logs—Oak, Poplar, Cottonwood, Walnut and all other Hardwoods. Pitch Pine, N. C. Pine, etc. Must have thorough knowledge of arranging shipments. Apply with particulars in confidence to

"A D," care HARDWOOD RECORD.

### SALESMAN WANTED

To represent a Cleveland wholesale lumber firm, a good salesman familiar with white pine, hemlock and yellow pine. Address

"SALESMAN," care HARDWOOD RECORD.

### INSPECTOR WANTED.

A competent hardwood lumber inspector to travel on the road. State wages wanted. Address "MORGAN," care HARDWOOD RECORD.

## EMPLOYMENT WANTED

### POSITION WANTED.

By young man with wholesale or retail lumber firm. In sales department or for general office work. Address

"AALB," care HARDWOOD RECORD.

## LUMBER FOR SALE.

### WALNUT AND CHERRY FOR SALE.

7 M ft. 4/4" Black Walnut lumber.  
5 M ft. 4/4" Cherry. All good dry stock.  
BEACH CITY LBR. & MFG. CO., Beach City, O.

### FOR SALE, OAK—CHEAP.

40 M ft. of 4/4 and 8/4 No. 2 Common and better Red and White Oak; mostly No. 1 and 2 Com. One car of 4/4 and 4/5 Soft Maple.  
THE WICKS LUMBER CO., Battle Creek, Mich.

### FOR SALE.

Dry Poplar; two cars 1/4", 5/4" and 6/4" strips, largely clear; suitable for planing mill work. 4 to 8 inches wide, mostly 5/4 and 6/4" thick.  
CHARLES F. SHIELDS & CO., Cincinnati, O.

### MY OUTPUT OF OAK

Chair stretchers or dowels for next 12 months is open for contract. Reply, "BOX 407," care HARDWOOD RECORD.

### FENCE POSTS AND TELEPHONE POLES

Yellow Locust, Chestnut and Cedar Posts. Chestnut Poles of all descriptions. Unlimited supply. Prompt service.  
U. S. LUMBER & SUPPLY CO., Berwick, Pa.

### DRY WHITE OAK—POPLAR.

500,000 ft. 1" Log Run Qtd. White Oak.  
100,000 ft. 1" 1st and 2d Poplar.  
LOGAN & MAPHET LUMBER CO.,  
Knoxville, Tenn.

### BONE DRY STOCK FOR SALE.

350,000 ft. 4 4 Basswood.  
350,000 ft. 5/4 Basswood.  
350,000 ft. Mill Cull Birch.  
THE R. G. PETERS SALT & LBR. CO.,  
Eastlake, Mich.

## LUMBER WANTED

### WANTED.

Two or three million feet of 1" Log Run Gum, to be cut immediately for delivery beginning May 1st. Also from same parties, about the same amount of Plain Red and White Oak. Will advance as put in pile and pay cash as shipped. Quote prices f. o. b. cars shipping point, living rate to New Orleans and Chicago. Address "A. B.," care HARDWOOD RECORD.

### WANTED—HICKORY SQUARES.

1 3/4"x1 3/4"x5 ft. 9 in. long. Must be clear stock. Green or dry.  
BLUFFTON TURNED GOODS CO.,  
Bluffton, Ohio.

### WANTED—TO CONTRACT

For the entire output of mill cutting largely Oak and Chestnut. Want to do business with a straight mill man who is seeking a satisfactory connection. Am in position to make reasonable advances on stock as put in pile. Address "BOX 27," care HARDWOOD RECORD.

### WANTED—WAGON STOCK.

Correspondence solicited from millmen able to give early shipments on Ash Tongues, Rough Sawed Felloes and Hickory Doubletrees. We are also in the market at all times for Oak Tongues, Bolsters and Reaches.  
J. A. BROWNE & CO., INC.,  
No. Manchester, Ind.

### WANTED—CLEAR OAK STRIPS.

Can use Plain and Qtd., Red and White, 3/4" by 2 1/4", 4 ft. and longer, also same stock in  
WESTERN HARDWOOD LUMBER CO.,  
Los Angeles, Cal.

### WANTED—HARDWOOD LOGS.

200 M feet 28-inch and up White Oak logs.  
200 M feet 12-inch and up Walnut logs.  
50 M feet 12-inch and up Cherry logs.  
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We are in the market for plain sawed oak, all grades and thicknesses.  
P. G. DODGE & CO., 2116 Lumber St., Chicago.

## MACHINERY WANTED

### WANTED.

To exchange a good sawmill for planer and matcher, and Universal woodworker.  
D. P. DICKSON, Lancaster, Ohio.

### AT ONCE.

If you are in need of machinery—new or second hand—a few lines in this column will place your wants before those who have such goods for sale. For particulars address  
HARDWOOD RECORD, Chicago, Ill.

## MACHINERY FOR SALE

### MACHINERY FOR SALE.

#### BAND MILLS.

Allis R. H. telescopic double cutting, wheels 8'x11".  
Allis L. H., wheels 9'x12".  
Prescott L. H., wheels 8'x12".  
Garland L. H., wheels 8'x11".  
Wilkin R. H., wheels 8'x11".  
Prescott R. H., wheels 8'x10".  
Prescott L. H., wheels 8'x10".  
Wilkin L. H., wheels 8'x9".  
Garland R. H., wheels 7'x9".

#### CARRIAGES.

Allis R. H., No. 0, three-block, 52" opening.  
McDonough R. H., three-block, 46" opening.  
Allis R. H., No. 1, three-block, 46" opening.  
Wickes R. H., three-block, 40" opening. NEW.  
Wilkin L. H., three-block, 40" opening.  
Allis R. H., No. 2, three-block, 40" opening.  
Stearns L. H., two-block, 48" opening.  
McDonough L. H., two-block, 46" opening.  
Allis L. H., No. 1, two-block, 46" opening.  
Allis R. H., No. 1, two-block, 46" opening.  
Stearns, R. H., No. 2, two-block, 44" opening.  
Filer & Stowell R. H., two-block, 40" opening.  
Prescott automatic offset for L. H. carriage.

#### EDGERS.

78" L. H. six-saw, Murray.  
66" L. H. six-saw, Allis.  
60" six-saw, Allis.  
54" L. H. five-saw, Union Iron Works.  
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#### TRIMMERS.

Garland, eleven-saw, automatic.  
Allis L. H. automatic, cap. 10 to 18'.  
Garland R. H. six-saw, automatic, cap. 6' to 18'.  
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Wickes No. 1 two-saw trimmer, cap. 8 to 20 ft. New.  
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4 friction log turners.  
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8 1/2"x32" Prescott steam feed.  
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NEW.

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Consisting of Oak, Chestnut, Hickory, Poplar, in western North Carolina—1 mile from Railroad. \$8 per acre.  
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Industrial Commissioner  
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NELSON H. WALCOTT, PRES'T  
FRANK E. STONEBRAKER, VICE-PRES'T.  
CHAS. C. GARDINER, SEC'Y AND TREAS.

## The Crittenden Lumber Company

MANUFACTURERS

Mills at Earle, Ark.

## McGEE & ALFORD

SPECIALISTS IN  
**POPLAR**

Of our own manufacture Consult us

**ACKERMAN, MISS.**

## The John M. Smith Lumber Co.

(Incorporated)

Manufacturers of  
**Rough and Dressed  
HARDWOODS**

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TENNESSEE

Yards and Mills

Nashville, Tenn. Richmond, Tenn. Hobenwald, Tenn.  
Dickson, Tenn. Belts Landing, Tenn. Beloit's Bend, Tenn.  
Auburn, Tenn. White Bluff, Tenn. Nunnally, Tenn.





¶ We wish to thank our friends for the business they have favored us with during the year just ending, and to say that we have plenty of lumber for next year's supply.

¶ Wishing you one and all a Merry Xmas and a most Prosperous and Happy New Year, we are,

Most sincerely,

**The Barr & Mills Co.**

ZANESVILLE, OHIO  
NEW YORK CITY

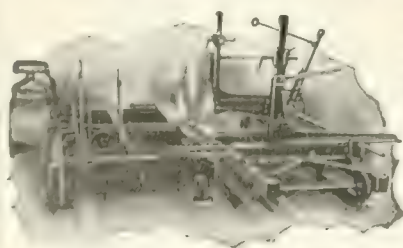
## Hardwood Board Rules

FOR  
HARDWOOD  
LUMBERMEN

Best Goods -- Prompt Shipment.

SEND YOUR ORDERS TO THE  
HARDWOOD RECORD, 355 Dearborn Street.

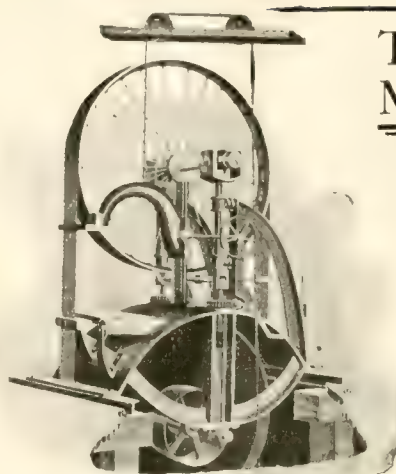
## THE NEW BUCKEYE IMPROVED SAW MILL



Five sizes, stationary and portable. Has the essential points of a portable mill. Built on screw title principles. Quickly taken up and reset. Easy running. Feed changed in an instant while going through a log, from  $\frac{1}{4}$  to 5 in. No feed belt, to slip and wear out. Sold on its merits. Also stationary and portable engines. Write for particulars and catalogue to:

**ENTERPRISE MANUFACTURING CO., COLUMBIANA, OHIO**

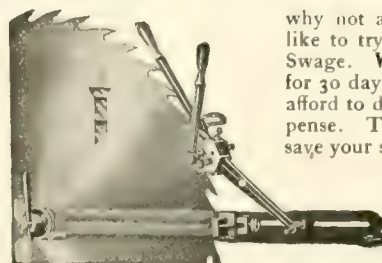
## Ten per cent More Profit



The profits of a saw mill can readily be increased ten per cent by using a band mill instead of a rotary. The price of this mill with six foot wheels for saws eight inches wide is readily within the reach of all. It cuts smooth and perfect lumber and has a capacity of 25,000 feet to 35,000 feet per day. It runs with less expenditure of power than a rotary and puts only half as much of the log into saw dust as does the circular saw.

**PHOENIX MFG. COMPANY,**  
EAU CLAIRE, WIS.

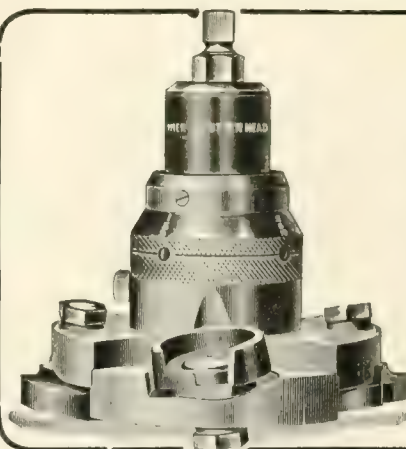
## BEFORE BUYING A SAW SWAGE



Why not ask your filer if he would not like to try a Hanchett Adjustable Saw Swage. We will lend you one. Use it for 30 days, then if you feel that you can afford to do without it, return it at our expense. That is fair, isn't it? We can save your saws, and make more and better lumber. Ever see our Pressure Side Shaper? Write us for prices and further information. Our circular "N" tells all about them.

**HANCHETT CIRCULAR SAW SWAGE**  
**HANCHETT SWAGE WORKS, BIG RAPIDS, MICH.**

## Trial Tells



whether our claims for The Shimer Cutter Heads are correct or not. We run all the risk when we make the heads to your machine and send them to you on trial, returnable if not satisfactory. Particulars for the asking. Address:

**S. J. SHIMER & SONS**  
MILTON, - PA.

## M. GARLAND CO.

BAY CITY, MICH.

Builders of

## Saw Mill Machinery

6, 7, 8 AND 9 FOOT BAND SAWS

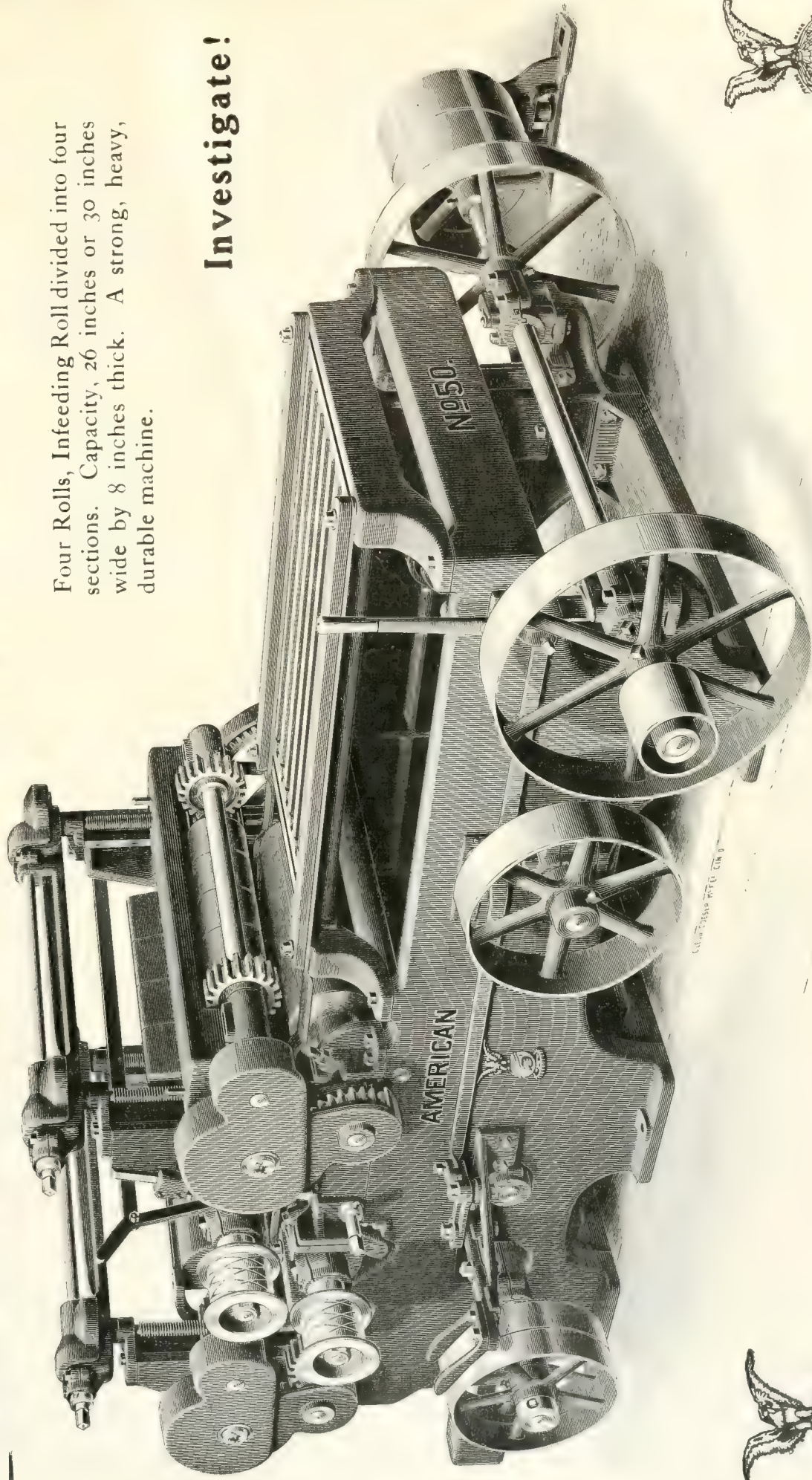
Recent installations of our mills:

Salling, Hanson & Co.	Grayling, Mich.
Michaelson & Harrison Co.	Lewistown, Mich.
Johannesburg Mfg. Co.	Johannesburg, Mich.
Harbor Springs Lbr. Co.	Harbor Springs, Mich.
Boss & Van Auker	Saginaw, Mich.
Bradley Lumber Co.	Elizabethton, Tenn.
Wythe, Buell Lumber Co.	Bay City, Mich.
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# American No. 50 Double Surfacers



Four Rolls, Infeding Roll divided into four sections. Capacity, 26 inches or 30 inches wide by 8 inches thick. A strong, heavy, durable machine.

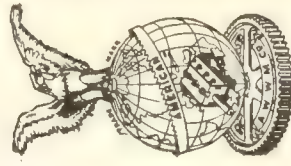
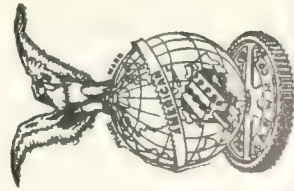
**Investigate!**

**American Wood Working Machinery Company**

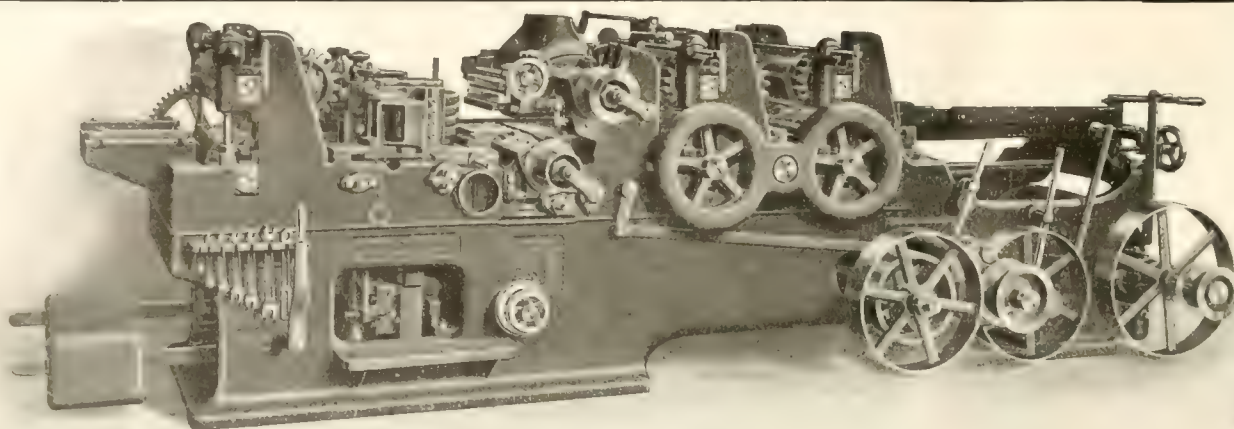
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CHICAGO

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## NO. 24. SPECIAL FAST FEED PLANER AND MATCHER

THE LATEST TYPE OF FAST FEEDERS

**Contains:**—Our PATENT ADJUSTABLE WEDGE PLATEN—a device for instantly changing the cut, distributing it between the top and bottom heads as desired, without altering the finished thickness or location of matching. BELT-RELEASING DEVICE (patent pending), provides for instantly releasing or tightening all belts simultaneously, with independent means for tightening all belts; especially advantageous for removing bottom head and releasing strain on belts when machine is idle; facilitates use of endless belts; automatic binders prevent the side head belts from climbing or chafing even when working narrow stock; PATENT ADJUSTABLE GAUGES for setting the knives without measuring, absolutely accurate; PATENT SIDE WING BOXES, a new type of self-oiling, self-adjusting clamp boxes.

BUILT TO WORK 8", 15", 24" OR 30" WIDE BY 6" THICK. ALSO BUILT WITH FIVE HEADS.

**S. A. WOODS MACHINE CO., BOSTON, MASS.**

**WOOD WORKING MACHINERY**

JOEL B. ETtinger, WESTERN MANAGER,

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## Saws for Fine Work

When cabinet and furniture manufacturers, door makers and producers of high-class hardwood work generally, want saws that will make a ripping, cross-cut or miter-cut that's good enough for a glue joint, they choose the Atkins—because

*Atkins always ahead.*

**E. C. Atkins & Co. Inc. Indianapolis, Ind.**

Boston  
Chicago, Ill.  
Cincinnati, Ohio

New York City  
Chicago, Ill.

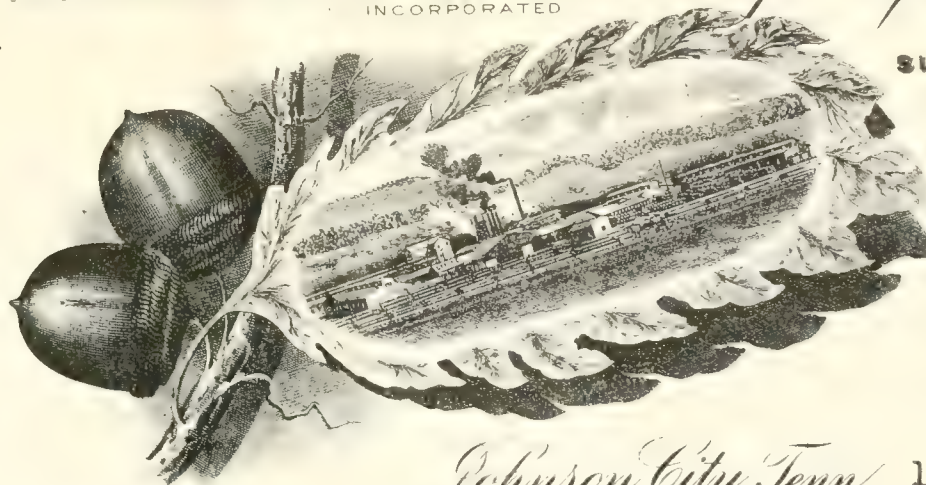
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Our Saw and Tool Catalogue  
Can be Had for the Asking

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*Standard Oak Veneer Company.*  
INCORPORATED



SLICED QUARTERED  
OAK  
AND  
ROTARY CUT  
VENEERS.  
DIMENSION  
STOCK  
A SPECIALTY.

*Johnson City, Tenn.* 10/16/05.

The Coe Manufacturing Company,  
Painesville, Ohio.

Gentlemen:--

We just want to say a few words in regard to the Automatic Roller Dryer, of special pattern, which you built for us.

We have had this machine in operation now for nearly two years and it has given entire satisfaction. In fact, we are more than pleased with the results obtained from it.

Before we placed order with you for this machine, we investigated several other makes, and say frankly that we believe this to be the best dryer, by far, on the market to-day.

Yours very truly,

STANDARD OAK VENEER COMPANY,

*C. B. Allen* Manager.

THE COE MFG. CO. 105 BERNARD STREET PAINESVILLE, OHIO



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WHERE THE FINEST NORTHERN HARDWOODS GROW

## NORTHERN STOCK

Hemlock  
Birch  
Basswood  
Rock Elm  
Soft Elm  
Ash  
Oak

## SOUTHERN STOCK

Quartered White and Red  
Oak  
Plain White and Red Oak  
Sycamore  
Poplar  
Cypress  
Gum

## PAGE & LANDECK LUMBER CO.

Wells Building - - - MILWAUKEE, WIS.

## North Western Lumber Co.

GENERAL OFFICES: EAU CLAIRE, WIS. MILLS AT STANLEY, WIS.

**BAND SAWED**

## Wisconsin Hardwoods

CAREFUL GRADINGS PROMPT SHIPMENTS

SPECIALTIES:

Inch No. 2 Common Birch

Inch No. 3 Common Birch

*Ingram Lumber Co.*  
WAUSAU, WIS.

## BASSWOOD, BIRCH

*We will cut four million feet of each annually  
::: Your inquiries and orders solicited :::*

*Mill and Yards at INGRAM, WISCONSIN*

MIXED CARS - EVEN GRADES - PROMPT SHIPMENT

## Wisconsin Hardwoods

### SPECIAL OFFERINGS:

1" No. 1 COMMON & BETTER BIRCH (Red in)  
1" No. 1 COMMON & BETTER BASSWOOD  
1" No. 1 COMMON & BETTER HARD MAPLE  
ALSO ELM, PINE, CEDAR PRODUCTS,  
AND "SHAKELESS" HEMLOCK.

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GRAND RAPIDS, - - - WISCONSIN

Saw and Planing Mill at Atlanta near Bruce Wis. on Soo Lines.

Manufacturers

## Wisconsin Hardwoods

PINE AND HEMLOCK

WRITE US FOR PRICES ON

1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH. 1" INCH RED BIRCH.  
1 INCH NO. 1 AND NO. 2 BASSWOOD. RED BIRCH FLOORING.

## WAGSTAFF LUMBER OSHKOSH

BIRCH AND BASSWOOD, SPECIAL OFFERINGS AT THIS  
TIME. ALL WISCONSIN HARDWOODS. SEND ME  
YOUR INQUIRIES.

## THE NASH LUMBER COMPANY

SHIPPING POINT

GLIDDEN, WISCONSIN

4-4 and 8-4 No. 2 Common BASSWOOD

4-4 and 8-4 No. 3 Common BASSWOOD

SHANAGOLDEN

WISCONSIN



*Don't forget to write us when in the  
market for*

*Curly Birch or Bird's-eye  
Maple Flooring or  
Finishing Lumber*

## R. Connor Co.

MARSHFIELD, :: WISCONSIN

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HARDWOOD DISTRIBUTING CENTER OF NORTHERN OHIO

## THE ROBERT H. JENKS LUMBER COMPANY

The following Poplar is located at Sattles  
W. Va. and is over one year old dry

57,000 feet 1 inch 1 and 2, 7 to 17 inches wide.  
67,000 feet 1 inch 1 and 2, 18 to 23 inches wide.  
20,000 feet 1½ inch 1 and 2.  
10,000 feet 1½ inch 1 and 2.  
20,000 feet 2 inch 1 and 2.  
12,500 feet 3 inch 1 and 2, 12 inches and under

### SOUND WORMY CHESTNUT

460,000 1 inch,                      110,000 1½ inch.  
180,000 2 inch.                      60,000 1½ inch.

**Quartered White and Red Oak.** We have a good assortment of dry stock, ¾ to 4 inches thick. Your inquiries solicited.

**Plain White and Red Oak.**—A limited amount of nice stock, ready for shipment.

## THE ADVANCE LUMBER CO.

CLEVELAND

OHIO

..OFFERS..

### Red Gum

2,000,000 feet, thoroughly dry  
All grades and thicknesses.  
Low price to move.

### Gulf Cypress

200,000 feet, dry.  
Mostly 4 4.

### Yellow Poplar

500,000 feet, choice stock  
All grades from 4 4 to 8 4

### Gray Elm

350,000 feet, dry.  
6 4 mill run

### Chestnut

300,000 feet dry 4 4 and 8 4.  
Sound wormy.

### Red Oak

500,000 feet, dry plain.  
250,000 feet, dry quartered.  
Common and better 4 4 and 5 4

### Plain White Oak

700,000 feet, 4 4 log run.  
4 to 12 months on sticks.

### Quartered White Oak

500,000 feet, dry.  
4 4, 5 4 and 6 4

### White Ash

500,000 feet, 4 4 dry.  
Common and better.

### Hickory

40,000 feet, 8/4 dry,  
Log run.

FAIR STOCK OF ALL OTHER VARIETIES OF  
NORTHERN AND SOUTHERN HARDWOODS  
WE WANT YOUR INQUIRIES

**S. P. C. HOSTLER, Chicago Representative**  
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## The Farmer in the Southwest Prospers

Because he pays from \$8 to \$15 an acre for land that produces as good crops as land in Illinois and Indiana which sells for \$75 to \$100 an acre. The mild climate gives him earlier crops and the short winter makes stock-raising less expensive.

**You** have the same chance to prosper that is being taken by hundreds of the northern and eastern farmers.

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Low rates to all points in the Southwest on the first and third Tuesdays of each month via



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## MARTIN-BARRISS COMPANY

Importers and Manufacturers

### MAHOGANY

—AND FINE—

### HARDWOODS

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CLEVELAND,

OHIO

## HARDWOODS

We are seeking agents for the Kentucky Saw Mill Company  
of Jackson, Ky., manufacturing Poplar and Oak exclusively.





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WHERE THE BEST HARDWOODS GROW

THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

White Ash

Poplar

Black Walnut

Cherry

Sycamore

Red Gum

Hickory

Beech

Maple

Veneers of

Indiana Hardwoods

## MALEY & WERTZ

Manufacturers, Wholesalers and Exporters of Hardwood Lumber  
EVANSVILLE, IND.

## NO. VERNON PUMP & LBR. CO.

MANUFACTURERS AND DEALERS  
Would Like to Figure on Your Hardwood Requirements  
Send for Stock List  
NORTH VERNON, IND.

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Long Timber up to 60 feet—Hardwood Specialties  
The largest Band Mill in Indiana.  
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All Kinds of Hardwood Lumber Manufactured  
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Our Specialty Fine Figured Quartered Oak  
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Manufacturers and Wholesalers  
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## LONG-KNIGHT LUMBER CO.

MANUFACTURERS AND DEALERS  
Quarter Sawed White and Red Oak a Specialty  
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HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## A. M. Turner Lumber Company

Everything in lumber. We buy hardwoods as well as sell them. If you have anything to offer, please submit same to us. : : :

## LINEHAN LUMBER COMPANY

### Hardwoods

SPECIALTIES--OAK  
POPLAR AND CHESTNUT

## Babcock Lumber Co.

MANUFACTURERS OF  
PENNSYLVANIA  
HARDWOODS

19,000,000 FEET ANNUALLY

LONG ON 6-4  
HARD MAPLE

MILLS AND OFFICE  
ASHTOLA, PA.

## OAK POPLAR CHESTNUT

Our  
Specialties

GET OUR PRICES BEFORE BUYING

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PITTSBURG, PA.

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## The Nicola Brothers Company

One million feet 4-4 Bay Poplar.  
Can be shipped log run, or sold  
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## Flint, Erving & Stoner Co.

WHOLESALE

## L U M B E R

Northern and Southern Hardwoods

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## SOBLE BROTHERS

Wholesale Hardwoods

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PHILADELPHIA

White Oak and White Pine Bridge, Car and Trestle Timbers

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Hardwoods a  
Specialty.

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PHILADELPHIA

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WHOLESALE

## HARDWOOD LUMBER

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## HARDWOODS POPLAR and LOGS

I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited



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FAMOUS FOR HARD MAPLE AND GREY ELM

## DENNIS & SMITH LUMBER CO.

Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
DETROIT, MICH.

MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg,  
W. Va. McNutt Siding, W. Va.

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Manufacturers of . . . **Hardwoods and Hemlock**  
Birch Our Specialty.

## The SICKLESTEEL LUMBER CO.

DETROIT, MICH.

OUR SPECIALTIES OAK TABLE TOPS Plain and Quartered, BIRCH LUMBER  
All Thickness and Grades, CHESTNUT, ELM, BASSWOOD and GUM.  
Write us for prices.

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BOYNE CITY  
MICHIGAN

MANUFACTURERS OF

## HARDWOODS

MAPLE, SOFT & ROCK ELM, BASSWOOD, BIRCH,  
BEECH AND HEMLOCK, CEDAR POSTS AND TIES

ANNUAL CAPACITY

30,000,000 feet of Lumber

10,000,000 Cedar Shingles

Rail or Water Shipments

Cargo Shipments a Specialty

## THE NORTH SHORE LUMBER COMPANY

MANUFACTURERS

**HARDWOOD**

and

**HEMLOCK  
LUMBER**

CAR AND CARGO SHIPMENTS

THOMPSON

MICHIGAN



## J. S. GOLDIE

Cadillac, :: Michigan.

SPECIAL PRICES on 5 in. Maple Squares  
Maple and Basswood Lumber  
1 in. and 3 in. Northern Michigan Soft Elm  
INQUIRIES SOLICITED ON ALL HARDWOODS.

## SOFT ELM AND ROCK ELM

FOR SALE BY

**The R. G. Peters Salt & Lumber Co.**

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**HARDWOOD LUMBER**

ROUGH YELLOW PINE TIMBERS AND PLANK

Office and Yards: 520 TO 530 FRANKLIN STREET

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Saw Mills: EUTAW, ALA.

Cut and planed lumber and hardwoods

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BOYNE CITY

MICHIGAN ROCK MAPLE and other HARDWOODS

LARGE CAPACITY PROMPT SHIPMENTS RAIL OR CARGO

The only trade paper reaching all  
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HARDWOOD RECORD  
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LEADING HARDWOOD LUMBER MARKET OF MICHIGAN

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

Northern and Southern **Hardwood Lumber**

MAIN OFFICE:

MICHIGAN TRUST CO. BUILDING

## J. F. Quigley Lumber and Land Co.

We carry Complete Stock, all Kinds, Grades and Thicknesses in our Grand Rapids yards.

MIXED CARS AND PROMPT SHIPMENTS SPECIALTIES

## WAGNER & ANGELL

WANTED

Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

FOR SALE

All of the above items and Red Cedar, Redwood and White Cedar, Shingles and Posts

## DENNIS BROS.

Manufacturers of

**Hardwood Lumber and Perfect Maple Flooring**

Dry Stock at  
Bargain Prices.

{ 1 car 4 4 No. 3 Common Cherry  
15 cars 4 4 Birch, No. 2 Common and Better  
4 cars 4 4 Birch, No. 2 Common and Better  
1 car 4 4 Birch, Red Curly  
15 cars 4 4 Basswood, No. 2 Common and Better  
4 cars 5 4 Basswood, No. 1 Common and Better  
2 cars 8 4 Basswood, No. 1 Common and Better

Main Office: 205-209 Michigan Trust Co. Bldg.

## VAN KEULEN & WILKINSON LUMBER COMPANY

Manufacturers and Wholesalers of

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FOR SALE

Complete Stocks of Michigan Hardwoods—Maple, Beech, Birch, Elm, Ash and Basswood

FOR SALE

**THICK MAPLE AND BIRCH  
LONGFELLOW & SKILLMAN LUMBER CO.**

Our Motto: "Prompt Shipments." Correspondence Solicited

**Nichols & Cox Lumber Co.**  
GRAND RAPIDS

NORTHERN AND SOUTHERN

**HARDWOODS**

Hardwood Flooring, Crating Stock, Kiln Drying

Mills and Office: GODFREY AVE. AND CURVE ST.

**GIBBS & HALL,** MANUFACTURERS AND DEALERS IN  
**HARDWOOD LUMBER**

WE DESIRE TO MOVE THIS DRY STOCK AT ONCE

200 M ft. 4 4 H. Maple 1st and 2nd 100 M ft. 4 4 S. Maple No. 2 C. & B.  
200 M ft. 8 4 H. Maple No. 2 C. & B. 100 M ft. 4 4 to 8 4 Beech, No. 2 C. & B.  
Choice cut 4-4 to 16-4 Birch—all grades. 200 M ft. 4-4 to 8-4 S. Elm, No. 2 C. & B.

QUOTATIONS MADE PROMPTLY

**DUDLEY LUMBER COMPANY**  
NORTHERN AND SOUTHERN HARDWOODS

SPECIAL OFFER ON

200 M ft. 4 4 Hard Maple 150 M ft. 4 4 to 8 4 Birch  
100 M ft. 8 4 Hard Maple 100 M ft. 4 4 and 6 4 Soft Elm.  
200 M ft. 4 4 5 4 and 6 4 No. 1 and 2 Com. Ash Southern Oak a Specialty

## Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK

AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

Michigan Elm, Birch, Ash and Basswood

## Lumbermen, Attention!

If you own any timber or timber lands.

If you are contemplating buying or selling any timber or timber lands.

If you want your stumpage accurately estimated.

If you want an exact survey or map of your property.

If you want advice in any logging or lumbering proposition.

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We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

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WHOLESALE DEALERS IN  
HARDWOOD LUMBER

756 1st Natl. Bank Bldg.  
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We are buyers of both Northern  
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**HICKORY**

200,000 Pieces Hickory 1 1/2 x 14, and 1 1/2 x 24 square, 20 to 30 inches long  
Will sell in the rough or will manufacture into anything that you need.  
What do you need? Let us know

The Canton Lumber Company, Canton, Miss.

**Charles S. Wentworth & Co.**

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We are in the Market for POPLAR, PLAIN OAK, CYPRESS  
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PLE and BIRCH FLOORING, and would appreciate corre-  
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stock named.

**C. F. Luehrmann Hardwood Lumber Co.**

Largest Manufacturers and Exporters of

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Always in the market  
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Office and Yards  
148 Carroll Street, ST. LOUIS, MO.

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**BASSWOOD, BIRCH**

and other Wisconsin Hardwoods

— Let us know what you are in the market for —

**PLAIN RED OAK**

IS SOARING.

We have 1,000,000 ft. of It in Dry Stock

AT OLD PRICES

STOCKS OF PLAIN RED OAK, SETTED OAK, POPLAR, CHEST-  
NUT, HICKORY, ASH, OR TENNESSEE CEDAR. TRY US

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Our Specialty for Twenty-five Years

**RED GUM**

25,000,000 feet per year.

Perfect Manufacture. Special Treatment.

Air and Kiln-dried.

Rough, Dressed, Resawed and Worked.

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**C. P. CROSBY,** RHINELANDER, WIS.

Wholesale Hardwood Lumber

Hard Maple a Specialty in all thicknesses from 1 inch to 4 inch.

Finest Birch in Wisconsin. Black Ash, Rock Elm.

Soft Elm, Red and White Oak.

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Cottonwood, Gum and Cypress a Specialty

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**GENERAL LUMBER COMPANY**

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HEMLOCK, YELLOW PINE.

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**"ACORN BRAND" OAK AND BEECH FLOORING**

The "Aristocrat" of Its Kind.

Made in Nashville, Tenn., the Home of Oak Flooring.

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THE GREATEST HARDWOOD MARKET  
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REPRESENTATIVE

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YELLOW PINE  
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Orders to issue for:

ASH—1 to 4 in. 1s and 2s. SPECIAL 5/8 in. log run  
 WHITE OAK—5/8 to 4 in. 1s and 2s plain  
 WHITE OAK—5/8 to 2 in. 1s and 2s quarter-sawed.  
 RED OAK—1 to 2 in. No. 1 common quarter-sawed  
 RED OAK—3/4 to 2 in. No. 1 common and better plain, SPECIAL 3/4  
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COTTONWOOD—1 in. box common and mill culls.  
 GUM—1 in., 1 1/2, 1 3/4 No. 1 common and saps, without stain.  
 POPLAR—1 to 2 in. No. 1 common; same in saps or selects.  
 POPLAR—1 to 4 in. 1s and 2s, SPECIAL 1 in. No. 2 and 3 common  
 POPLAR—Box boards 1 x 13 to 17 in., 12 to 16 ft.  
 POPLAR—Sign boards 2 x 14 to 16 in., 14 and 16 ft.

511 RAILWAY EXCHANGE CHICAGO

WE ARE ALWAYS IN THE MARKET FOR



HARDWOOD LUMBER

PLAIN AND QUARTERED

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A SPECIALTY

WE BUY MILL CUTS

SOUTHERN OAK LUMBER CO.

707 Chamber of Commerce

CHICAGO

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Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH,  
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 POPLAR, etc., from our Memphis yard. We are constant buyers.

I AM IN THE HARDWOOD LUMBER  
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Can handle the cut of one or two good mills  
 on a cash basis. Send me your stock list.

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ALL KINDS OF

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Write us before selling. If in the market to buy we can interest you.

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of . . .

Southern Hardwoods

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CAR LOTS, BARGE LOTS, CARGO LOTS OR MILL CUTS FOR FUTURE SHIPMENTS,  
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WHOLESALE DEALERS IN

HARDWOOD LUMBER

OFFICE AND YARDS: 440-462 N. BRANCH ST.

Will pay cash for all kinds of Hardwood Lumber and dry stock, and make res. at point of shipment if desired. Send Us Your Stock List.



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THE GATEWAY OF THE  
SOUTH

## BENNETT & WITTE

MANUFACTURERS OF SOUTHERN HARDWOODS

We sell on National Hardwood Lumber Association Inspection  
Plain and Quartered White and Red Oak,  
Cottonwood, Ash, Elm, Cypress, Plain  
and Quartered Red and Sap Gum.

SPECIAL

2,000,000 feet 4 4 and 5 4 Box Common  
Cottonwood. We cut in thicknesses from  
3/8 to 4 in. Export and Domestic Trade.

Branch:  
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IN THE MARKET FOR

## OAK—ASH—POPLAR

ALL GRADES AND THICKNESSES

## MOWBRAY & ROBINSON

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1219 West Sixth Street

Yards:  
Sixth Street, below Harriet

## THE KENTUCKY LUMBER & VENEER CO.

### HARDWOOD MANUFACTURERS

Post Office and Band Mill,  
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Shipping Point and Telegraph Office,  
JACKSON, KY.

## SPECIALTIES:

PLAIN WHITE OAK  
YELLOW POPLAR

OAK PLANKING  
RAILROAD TIES

We manufacture all the lumber we sell from original forest timber.  
Therefore the lengths and widths are good. All logs are manufactured  
within thirty days after being felled, insuring bright, new stock, free  
of sap worms and rot.

WRITE OR WIRE FOR PRICES.

## WANTED OAK, ASH, CHERRY and other HARDWOODS

PAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE

LELAND G. BANNING

OFFICE: 5th and Main  
CINCINNATI

Poplar, Oak,  
Ash, Chestnut,  
Sycamore,  
W. Va. Spruce,  
Pine and Elm

## C. Crane & Co.

We would like to buy  
2,000,000 feet Dry Oak  
2,000,000 feet Dry Poplar  
Mostly heavy stock. Quotations Solicited.

MILLS AND YARDS  
CINCINNATI, O.  
YEARLY CAPACITY  
100,000,000 FT.  
LONG BILL STUFF  
A SPECIALTY

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

DUHLMEIER BROS.,

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## WM. H. & G. S. STEWART

Buy and Sell

OAK, ASH, POPLAR, BASSWOOD, CHEST-  
NUT, WALNUT AND YELLOW PINE.

Can furnish stock cut to special order. We invite correspondence.

Main Office: - - MERCANTILE LIBRARY BUILDING.

## "BUY GUM"

We are in the market to buy  
Buy Gum Lumber in any  
quantity from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.



## THE FARRIN-KORN LUMBER COMPANY

General Office: Yards  
Packing Mills: Dry Kilns  
Cincinnati, Ohio  
Purchasing Office:  
Randolph Building  
Memphis, Tenn.  
MENTION THIS PAPER

## L. W. RADINA & COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

## HARDWOODS

Wanted for cash, desirable blocks of 1 inch to 4 inch Poplar, all grades,  
especially 1 1/4-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE

## FRAMES FOR HARDWOOD RECORD PORTRAIT SUPPLEMENTS,

Complete with backing, but without the glass, made from Flemish Oak, are to be  
had delivered by express, charges prepaid to any point east of the Missouri river, at  
50 cents each; or at the HARDWOOD RECORD office, at 30 cents each.

Prepay orders with 2 cent stamps or postal notes, addressed,

HARDWOOD RECORD, 355 Dearborn St., CHICAGO



# BUFFALO, N. Y., HARDWOOD DEALERS

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST.

MANUFACTURERS AND  
DEALERS IN

Ash, White and Brown

Basswood

Birch, Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm, Soft and Rock

Gum, Red and Tupelo

Hickory

Maple, Hard and Soft

Red Oak, Plain and  
Quartered

White Oak, Plain and  
Quartered

Black Walnut

White Wood, Poplar

**BUFFALO HARDWOOD LUMBER CO.**

940 Seneca Street,

**Specialty: PLAIN AND QUARTERED OAK.**

**EMPIRE LUMBER COMPANY**

We want to move at once from Arkansas

140,000 feet 4/4 No. 1 Common Quartered White Oak Strips 2 1/2" to 5 1/2" wide  
130,000 feet 4/4 No. 2 Common Quartered White Oak, 3" to 12" wide

**ORSON E. YEAGER,**

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**Specialties: OAK, ASH AND POPLAR.**

**I. N. STEWART & BRO.**

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**Specialties: CHERRY AND OAK.**

**HUGH McLEAN LUMBER CO.**

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**Specialty: INDIANA WHITE OAK.**

**ANTHONY MILLER,**

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**HARDWOODS OF ALL KINDS.**

**TAYLOR & CRATE,**

Prudential Building,

**EVERYTHING IN HARDWOODS.**

**SCATCHERD & SON,**

Yard, 1055 Seneca Street

Office, 886 Ellicott Square

**HARDWOODS ONLY**

**G. ELIAS & BRO.**

955 to 1015 Elk Street,

Buy and Carry Large Quantities of All Kinds of Hardwoods.

**STANDARD HARDWOOD LUMBER CO.**

1075 Clinton Street,

**OAK, ASH AND CHESTNUT.**



**VAN SANT, KITCHEN & CO.**

=====Old Fashioned=====

**YELLOW POPLAR**

Old Firm=====New Mill=====Correct Grades

5-8 and Wide Stock Specialties. **ASHLAND, KY.**

Eastern Office: John L. Cochran, 33 East Twenty-Second St., New York City

**YELLOW POPLAR**

Manufacturers

**BAND SAWED  
POPLAR LUMBER**

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares

Specialty, Wide Stock.

**LUMBER CO.**

COAL GROVE, OHIO, U. S. A.

**W. M. RITTER LUMBER CO.**

Main Office: COLUMBUS, OHIO

**YELLOW POPLAR**

White Oak, Basswood, Chestnut, Ash, White Pine and Hemlock

Stock All Band Sawed,  
Square Edged,  
Equalized.

**We Want Your Business**

Dry Kilns, Planing Mills,  
Dressed Stock, Bevel  
Siding, Drop Siding.

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Eleventh Year.  
Semi-monthly.

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GROWS IN  
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Sold by  
Cherry River Boom &  
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Offices: Philadelphia, Pa.

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## BROWNLEE & COMPANY

DETROIT MICHIGAN

OUR BARGAIN COUNTER

1-inch No. 2 Common Brown Ash    1-inch Log Run Soft Maple  
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## MAKING GOOD

We will help you do it

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PHILADELPHIA, PENNSYLVANIA

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MANUFACTURERS OF AND DEALERS IN

Ash, Basswood, Black Walnut, Butternut, Beech, Birch, Cherry, Chestnut, Cottonwood, Cypress, Gum, Hickory, Maple, Poplar, Quartered Poplar, Poplar Squares, Red Cedar, Plain Red Oak, Quartered Red Oak, Plain White Oak, Quartered White Oak, White Oak Bill Stuff.

802 Harrison Building, PHILADELPHIA, PA.

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## TOLEDO FIRE AND MARINE INSURANCE COMPANY

CAPITAL, \$100,000. Lumber and wood working risks only insured. Ask for list of paid losses, including names of a hundred prominent lumber concerns in all parts of the country.

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## Briggs & Cooper Company, Ltd.

MANUFACTURERS

### NORTHERN SOUTHERN **HARDWOODS**

WRITE US FOR PRICES ON

4 4 to 12 4 No. 1 common and better Michigan Soft Grey Elm...	1,000,000 feet
4 4 to 12 4 Winter Sawm Michigan Basswood.....	325,000 feet
4 4 to 24 4 Michigan Hard Maple, seasoned or sawed to order...	3,000,000 feet
4 4 to 8 4 selected Fine Dried White Maple .....	150,000 feet
4 4 to 16 4 Brown and White Ash.....	250,000 feet
4 4, some thicker, Plain Red and White Oak.....	200,000 feet
4 4, some thicker, Quartered Red and White Oak.....	280,000 feet

YARDS AT

**SAGINAW, CHICAGO AND MEMPHIS**

## Ornamental Hardwood Floors

400 STYLES AND PATTERNS

Illustrated Catalog on Application

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Rochester, N. Y.

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Wholesale Northern and Southern  
**Hardwoods**

Quick Service  
Perfect Milling  
Right Prices

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The  
Hardwood  
People

716 & 717-A Flatiron Bldg.  
NEW YORK

## DRY LUMBER

At  
Our

### QUARTERED WHITE OAK.

75,000 ft. 4/4 firsts & seconds.	8,000 ft. 6/4 firsts & seconds.
18,000 ft. 5/4 firsts & seconds.	5,000 ft. 8/4 firsts & seconds.
15,000 ft. 6/4 firsts & seconds.	38,000 ft. 4/4 No. 1 common.
15,000 ft. 8/4 firsts & seconds.	12,000 ft. 5/4 No. 1 common.
30,000 ft. 2" and 3 in. firsts and seconds.	7,000 ft. 6/4 No. 1 common.
150,000 ft. 4/4 No. 1 common.	3,000 ft. 8/4 No. 1 common.
50,000 ft. 5/4 No. 1 common.	80,000 ft. 4/4 firsts & seconds.
40,000 ft. 6/4 No. 1 common.	7,500 ft. 5/4 firsts & seconds.
22,000 ft. 8/4 No. 1 common.	9,000 ft. 6/4 firsts & seconds.
20,000 ft. 2" and 3 in. No. 1 common.	22,000 ft. 8/4 firsts & seconds.
12,000 ft. 4/4 coll.	8,000 ft. 10/4 firsts & seconds.

### QUARTERED RED OAK.

14,000 ft. 4/4 firsts & seconds.	127,000 ft. 4/4 No. 1 common.
18,000 ft. 5/4 firsts & seconds.	20,000 ft. 5/4 No. 1 common.
	30,000 ft. 6/4 No. 1 common.
	50,000 ft. 8/4 No. 1 common.
	8,500 ft. 10/4 No. 1 common.
	12,000 ft. 12/4 No. 1 common.

### PLAIN WHITE OAK.

80,000 ft. 4/4 firsts & seconds.	16,000 ft. 12/4 firsts & seconds.
7,500 ft. 5/4 firsts & seconds.	127,000 ft. 4/4 No. 1 common.
9,000 ft. 6/4 firsts & seconds.	20,000 ft. 5/4 No. 1 common.
22,000 ft. 8/4 firsts & seconds.	30,000 ft. 6/4 No. 1 common.
8,000 ft. 10/4 firsts & seconds.	50,000 ft. 8/4 No. 1 common.
16,000 ft. 12/4 firsts & seconds.	8,500 ft. 10/4 No. 1 common.
	12,000 ft. 12/4 No. 1 common.

ALL THICKNESSES IN CULL POPLAR, ASH, CHESTNUT

## Louisville Yards

Prompt  
Delivery

### CHERRY.

1 car Log Run.

### PLAIN RED OAK.

47,000 ft. 4/4 firsts & seconds.	4,000 ft. 10/4 firsts & seconds.
5,000 ft. 5/4 firsts & seconds.	50,000 ft. 4/4 common.
9,000 ft. 6/4 firsts & seconds.	2,000 ft. 5/4 common.
17,000 ft. 8/4 firsts & seconds.	20,000 ft. 6/4 common.
31,000 ft. 4/4 No. 1 common.	15,000 ft. 8/4 common.
24,000 ft. 5/4 No. 1 common.	60,000 ft. 4/4 firsts & seconds.
14,000 ft. 6/4 No. 1 common.	42,000 ft. 5/4 firsts & seconds.
20,000 ft. 8/4 No. 1 common.	17,000 ft. 6/4 firsts & seconds.

### ASH.

1 car 4/4 firsts & seconds.	3,000 ft. 10/4 firsts & seconds.
3,000 ft. 5/4 firsts & seconds.	7,000 ft. 12/4 firsts & seconds.
15,000 ft. 6/4 firsts & seconds.	
20,000 ft. 8/4 firsts & seconds.	
7,000 ft. 10/4 firsts & seconds.	
7,000 ft. 12/4 firsts & seconds.	

60,000 ft. 4/4 firsts & seconds.	90,000 ft. 4/4 No. 1 common.
42,000 ft. 5/4 firsts & seconds.	28,000 ft. 5/4 No. 1 common.
17,000 ft. 6/4 firsts & seconds.	18,000 ft. 6/4 No. 1 common.
58,000 ft. 8/4 firsts & seconds.	31,000 ft. 8/4 No. 1 common.
3,000 ft. 10/4 firsts & seconds.	12,000 ft. 10/4 No. 1 common.
17,000 ft. 12/4 firsts & seconds.	8,000 ft. 12/4 No. 1 common.
6,000 ft. 16/4 firsts & seconds.	

Your Inquiries Would Be  
Appreciated.

**W. P. BROWN & SONS LUMBER CO.**

WHOLESALE HARDWOODS  
LOUISVILLE, KY.

# CADILLAC

CELEBRATED FOR HIGH STANDARD  
OF QUALITY AND MILL WORK.

## MAPLE FLOORING

The VERY BEST Made

We have it in 3-8, 7-8, and 5-4.  
Beech Flooring in 3-8 and 7-8.

The demand for flooring this season of the year is very large and cars in which to ship are scarce. We therefore suggest that you place your orders with us EARLY, so that you can have the stock when you want it.

We also have a stock of 4-4  
Basswood and Gray Elm all  
in fine shipping condition.

Let us have your inquiries and orders  
and same will have our immediate  
attention.

**Mitchell Brothers Co.**

## MURPHY & DIGGINS

Offer all grades of the following special dry stock for October:

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
GRAY ELM—4/4, 12/4  
BASSWOOD—4/4  
BIRCH 5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co.

. . . Band Sawn . . .  
Michigan Hardwoods

60 M 4 4 Basswood No. 2 common and better  
33 M 8 4 Soft Elm No. 2 common and better. Will run 75-80% 1st and 2nd  
5 M 4 4 Birds Eye Maple. Will run 80% 1st and 2nd.  
30 M 4 4 Birch No. 2 common and better.  
12 M 4 4 Oak No. 3 common and better.

## Cummer, Diggins & Co.

—MANUFACTURERS—  
"CUMMER" MAPLE  
AND BEECH FLOORING

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## Start the Year Right

### MICHIGAN HARDWOODS

OF OUR OWN MANUFACTURE  
Our latest Stock List contains the following items:

<b>BASSWOOD</b>	180 M ft 8 4 1's and 2's, dry
18 M ft 1x12 & wider 1's & 2's dry	30 M ft 8 4 Com. and Bet., dry
175 M ft 4 4 No. 1 and 2 Com. dry	25 M ft 10 4 1's and 2's, dry
	45 M ft 12 4 1's and 2's, dry
<b>BIRCH</b>	3 1/2 M ft 1x4 Clear Face and Better, dry
65 M ft 4 4 1's and 2's, dry	20 M ft 4 4 No. 4 Common dry
15 M ft 4 4 1's and 2's Red, dry	
40 M ft 4 4 No. 3 Common, dry	<b>HARD MAPLE</b>
<b>SOFT GRAY ELM</b>	16 M ft 4 4 1's and 2's, part dry
200 M ft 4 4 No. 1 and 2 Com. dry	100 M ft 4 4 No. 1 and 2 Com. dry
100 M ft 4 4 1's and 2's, dry	275 M ft 4 4 No. 3 Common, dry
40 M ft 6 4 No. 1 & 2 Com. dry	175 M ft 5 4 No. 1 and 2 Com. dry
45 M ft 6 4 1's and 2's, dry	137 M ft 6 4 1's and 2's, dry
90 M ft 6 4 Com. & Better, dry	200 M ft 6 4 No. 1 and 2 Com. dry
40 M ft 8 4 No. 1 & 2 Com. dry	31 M ft 12 4 1's and 2's, dry
	9 1/2 M ft 16 4 1's and 2's, part dry

BE FRIENDLY

WRITE US



**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**





# MEMPHIS

THE HUB OF THE HARDWOOD WORLD

**W**E have in all thicknesses the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

## MEMPHIS YARD

Ash..... 680,000 feet  
Quartered White Oak..... 700,000 feet  
Plain White Oak..... 140,000 feet  
Quartered Red Oak..... 225,000 feet  
Plain Red Oak..... 410,000 feet  
Cypress..... 225,000 feet  
Cottonwood..... 200,000 feet  
Poplar..... 308,000 feet

## SELMA YARD

Poplar..... 409,000 feet  
Bay Poplar..... 857,000 feet  
Red Gum..... 35,000 feet  
Cypress..... 787,000 feet

## BERCLAIR YARD

Bay Poplar..... 100,000 feet  
Cypress..... 800,000 feet

## OTHER YARDS

Plain Red Oak..... 330,000 feet

## J. W. THOMPSON LUMBER COMPANY

Office and Yards: Randolph Road and I. C. R. R. : : MEMPHIS, TENN.

## BACON-NOLAN HARDWOOD CO.

Manufacturers of

**Band Sawn Oak, Ash  
Gum, Cypress, Etc.**

Office,  
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Mills,  
Chancy, Miss.

Address all correspondence to Memphis office.

**F. W. GILCHRIST, President**  
**W. A. GILCHRIST, Vice President**  
**W. E. SMITH, Sec'y and Treasurer**

## W. E. SMITH LUMBER CO.

Manufacturers of  
**HARDWOOD LUMBER**

Mills, Tennessee, Arkansas, Mississippi  
Distributing Yards, Cairo, Illinois  
General Office : Tennessee Trust Bldg.

**MISSISSIPPI VALLEY COTTONWOOD**

**F. W. GILCHRIST, Pres.** **W. A. GILCHRIST, Vice-Pres.**  
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## Three States Lumber Co.

MANUFACTURERS OF

Mills:  
Missouri  
Arkansas  
Tennessee

**Hardwood Lumber  
Cottonwood and Gum**

Office  
Tennessee  
Trust  
Building

GET OUR PRICES, TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

**COTTONWOOD—GUM**

## We Please Particular People

OUR SPECIALTY IS  
Quartered Oak, Both White and Red  
WE ALSO HANDLE

Plain White and Red Oak, Ash and Gum  
SPECIAL ITEMS

1 Car 1x10 in. and Wider Choice Quartered  
White Oak

1 Car 1x10 in. and Wider Choice Quartered  
Red Oak

## THOMPSON & McCLURE

## GOOD LAND CYPRESS COMPANY

NEW ORLEANS, LOUISIANA.

MANUFACTURERS OF  
**CYPRESS LUMBER**

## "ACORN BRAND" OAK AND BEECH FLOORING

The "Aristocrat" of Its Kind.

Made in Nashville, Tenn., the Home of Oak Flooring.

**NASHVILLE HARDWOOD FLOORING COMPANY**

## BLANTON-THURMAN CO.

MEMPHIS

TENNESSEE

**"The Yellow  
Cypress People"**

The kind that cuts up best, works easily and finishes elaborately.

## JAMES THOMPSON & COMPANY

Wholesale

**Southern Hardwoods**  
Cottonwood, Gum and Cypress a Specialty

MILLS:  
Arkansas Mississippi Louisiana

Office, Randolph Bldg.,  
**MEMPHIS, TENN.**

Our Specialty for Twenty-five Years

## RED GUM

25,000,000 feet per year.

Perfect Manufacture. Special Treatment.  
Air and Kiln-dried.

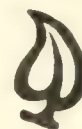
Rough, Dressed, Resawed and Worked.

**HIMMELBERGER-HARRISON LUMBER CO.**

MOREHOUSE, MISSOURI



# INDIANA



WHERE THE BEST HARDWOODS GROW

THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

White Ash

Poplar

Black Walnut

Cherry

Sycamore

Red Gum

Hickory

Beech

Maple

Veneers of

Indiana Hardwoods

## LONG-KNIGHT LUMBER CO.

MANUFACTURERS AND DEALERS

Quarter Sawed White and Red Oak a Specialty

INDIANAPOLIS, IND.

## MALEY & WERTZ

Manufacturers, Wholesalers and Exporters of Hardwood Lumber

EVANSVILLE, IND.

## NO. VERNON PUMP & LBR. CO.

MANUFACTURERS AND DEALERS

Would Like to Figure on Your Hardwood Requirements

Send for Stock List

NORTH VERNON, IND.

## PERRINE-ARMSTRONG CO.

Long Timber up to 60 feet—Hardwood Specialties

The largest Band Mill in Indiana.

FORT WAYNE, IND.

## J. V. STIMSON

All Kinds of Hardwood Lumber Manufactured

HUNTINGBURG, IND.

## YOUNG & CUTSINGER

Manufacturers and Wholesalers

Our Specialty Fine Figured Quartered Oak

EVANSVILLE, IND.

## CHARLES H. BARNABY

Manufacturer of Band Sawed Hardwoods

Quarter Sawed Indiana White Oak a Specialty

GREENCASTLE, IND.

## D'HEUR & SWAIN LUMBER CO.

Manufacturers and Wholesalers

Our Specialty Quartered Oak and Sycamore

SEYMOUR, IND.



H. B. LEAVITT, Pres. B. F. RICHARDSON, V. P. E. H. ADAMS, Secy.

# The Leavitt Lumber Co.

MANUFACTURERS

SOUTHERN AND WISCONSIN HARDWOODS

CHICAGO YARD DRY STOCK ON HAND

1,000,000 feet 1 inch to 3 inch ..... Birch  
 1,000,000 feet 1 inch to 2 inch ..... Basswood  
 200,000 feet 3 inch ..... Soft Elm  
 300,000 feet ..... Quartered White Oak  
 400,000 feet ..... Quartered Red Oak  
 500,000 feet ..... Plain Red Oak  
 Besides Gum, Maple, Hickory, Ash and Other Hardwoods.

ALSO 12,000,000 FEET HARDWOOD AND  
 PINE AT FREDERIC, WISCONSIN.

MILLS: FREDERIC, WIS. Yards and Office: CHICAGO  
Center Ave., near 35th St.

## THE "FINEST" MAPLE FLOORING

### W. D. YOUNG & CO.

BAY CITY, MICHIGAN.

Producers from TREE to TRADE of the highest type of Michigan Forest Products. Large stock of Maple Flooring and 15,000,000 feet of Hardwoods—1 to 4 inches thick—on hand.

## Maple, Birch and Beech Lumber

## "Ideal" Steel Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

### The I. Stephenson Company

WELLS, MICHIGAN

## JANUARY STOCK LIST

MAPLE		BIRCH		BASSWOOD	
1 in.	2,000,000 ft.	1 in.	500,000 ft.	1 in.	300,000 ft.
1 1/4 "	100,000 "	1 1/2 "	100,000 "	1 1/4 "	30,000 "
1 1/2 "	400,000 "	2 "	100,000 "	1 1/2 "	50,000 "
2 "	1,000,000 "	2 1/2 "	50,000 "	2 "	75,000 "
2 1/4 "	200,000 "	3 "	75,000 "	3 "	4,000 "
2 1/2 "	500,000 "	ROCK ELM		GRAY ELM	
3 "	500,000 "	2 in.	25,000 ft.	1 in.	300,000 ft.
4 "	400,000 "	2 1/4 "	50,000 "	1 1/2 "	200,000 "
BEECH		WHITE MAPLE		ASH	
1 in.	500,000 ft.	End Piled		1 in.	500,000 ft.
1 1/4 "	250,000 "	1 in.	100,000 ft.		
1 1/2 "	400,000 "	1 1/2 "	20,000 "		
2 "	100,000 "	2 "	50,000 "		
2 1/2 "	200,000 "				

KELLEY LUMBER &amp; SHINGLE CO., Traverse City, Mich.

INCORPORATED 1902.

## The Michigan Maple Company

WHOLESALE

### MICHIGAN HARDWOODS

HENRY W. CAREY, President  
 HENRY N. LOUD, Vice Pres  
 WILLIAM P. PORTER, Vice Pres  
 WILMER T. CULVER, Secretary  
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609-611 Mich. Trust Bldg.,

GRAND RAPIDS, MICH.

## Timber Bonds

SECURED BY FIRST MORTGAGE ON TIMBER LANDS

### H. C. Barroll & Co.

BANKERS, First National Bank Building, CHICAGO

## OAK FLOORING

Kiln Dried

Bored

Polished



Hollow

Backed

and

Bundled

## Wolverine Brand Maple Flooring

="THERE IS NONE BETTER"=



It is the same old story, but we want you to know what WOLVERINE BRAND will do for you, and what it will cost you. We want to do this before you place your next order. If we make you quotations, we expect the quality and prices will get your order. TRY US.

### BLISS & VAN AUKEN

900 S. Niagara St., Saginaw W. S., Mich.

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring,  
Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

FRANK W. TUTTLE, Sec.-Treas.

### OFFICES

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

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### Annual of Hardwood Manufacturers' Association.

The fourth annual meeting of the Hardwood Manufacturers' Association of the United States will be held at the Galt House, Louisville, Ky., on Tuesday and Wednesday, Jan. 16 and 17.

### Meeting Dimension Stock Association.

The next meeting of the Hardwood Dimension Association will be held at the Grand Hotel, Cincinnati, Wednesday and Thursday, February 21 and 22.

At this time details of the organization will be completed and work of great interest to hardwood dimension producers will be inaugurated.

### General Market Conditions.

The hardwood trade the country over has scarcely been interrupted by holiday festivities. Lumber buyers were still flocking to every field of production up to Jan. 1, and those that returned home for New Year's have been supplanted by others.

Oak is still the most sought wood in the market, with many of the minor hardwoods close seconds. The extremely wet fall and early winter in the oak producing sections have so materially handicapped producers that there has been no accumulation of stock in any quarter. Such purchases as are now being made are for lumber to come out of trees that are still standing in the woods. The mill men certainly have no dry stock, and what little oak there is to

supply the demand for the next four or five months is either in the hands of jobbers in the trade centers or is owned by consumers. Stock in manufacturing consumers' hands is notoriously light, and but few of the jobbers have any quantity of oak at their command. There are not half a dozen Chicago wholesale houses, for example, that have oak enough at their disposal to take care of a fourth of the wants of their trade.

Increased demand and advanced prices mark the condition of gum and cottonwood. There is no prospect of an oversupply in either wood during the coming year, and prices will tend to advance, rather than decline. All grades of poplar are in excellent request and even the coarse end of stocks in the hands of manufacturers has been largely cleaned up. Ash and hickory of the South are about as nearly exhausted as the black ash and rock elm of the North.

Of northern woods birch is in excellent demand, but the price is still ruling low. The same observation may be made concerning basswood. Unfortunately, for the acumen of many northern manufacturers, considerable stocks of both these woods to be sawn have been marketed at a pretty low range of values.

Inch maple in dry stock is pretty closely sold up. Thick maple still remains somewhat in surplus stock, and the sales are dragging a little. Grey elm is in only fair supply, and the present demand will unquestionably exhaust all the dry stock before the new cut comes into the market.

There seems to be very little chestnut offered, and when it is buyers are ready to absorb it all.

Demand for mahogany is somewhat on the increase. Owing to the high price of fancy oak, furniture manufacturers and interior finish producers are turning to this wood for their better class of work.

Flooring makers in maple, oak and beech are all busy with a prospective demand that will last throughout 1906.

Veneer manufacturers in all lines report a very prosperous season of trade.

### Chicago as a Hardwood Center.

The total receipts of lumber in Chicago by water and rail during 1905 were upward of 2,200,000,000 feet. Unfortunately the statistics are impossible of separation into building woods and hardwoods, but it may be logically assumed that the proportion of hardwoods received in this market during the year would approximate twenty-five per cent of the total, or about 500,000,000 feet. This quantity of lumber represents with considerable accuracy the actual hardwood consumption of Chicago during 1905, but it in no wise constitutes the total of the lumber manufactured, bought and sold by Chicago capital and brains, as the manufacturers and dealers, having their financial center and principal offices here, enjoy a very extensive trade outside of this immediate locality, and group stocks at many points throughout the North and South, from which direct shipments are made to their trade. At a rough guess, more than 1,000,000,000 feet of hardwoods have been manufactured and handled through the medium of the Chicago trade during the past year.

The hardwood consumption demand of Chicago, as indicated by the hardwood receipts of well toward 500,000,000 feet, easily place this city as the foremost consuming hardwood market in the world, which distinction it has enjoyed for some years past, and which the trade of the past year more fully emphasizes.



### Shortage of Hardwood Stocks.

The prophecy of the HARDWOOD RECORD for months past, that hardwood stocks on January 1, 1906, would be the lowest in the history of the trade since this industry became a great commercial pursuit, has been fulfilled. Every foot of territory in which oak is produced has been scoured and scoured again during the last few months by buyers seeking stocks for present or even remote delivery. Buyers who have gone out after millions of feet have been obliged to be satisfied with a comparatively few carloads. There is very little oak for sale in the country.

Mill men in districts like Memphis, who depend so largely on rail receipts, have been unable to secure cars to transport their logs to their mills. The extremely wet weather in the South during the past summer, fall and early winter has precluded the possibility of working in the woods, and the logs could not have been produced if transportation facilities had been normal. The yellow fever scare was another feature that militated against the lumber business for several months. In oak the output was way below normal, with the demand the greatest ever known in the history of the trade. Conditions prevailing in the Memphis district were repeated throughout the entire South. Work of all sorts that pertained to the production of lumber has been impeded from one cause or another, and the output has been low.

The north country has suffered from car shortage, scarcity of labor and other causes to such an extent that it is doubtful if the output there has been up to normal. Michigan and Wisconsin never saw such low stocks generally as exist at the present time. Beyond question every effort will be made, both in the North and South, to make a large delivery of hardwood lumber for the year's trade, but with the growing scarcity of hardwood stumpage it is doubtful if the market is ever again materially overstocked with any item of hardwoods.

### Development of Hickory Growth.

Up to this date a substitute, either excellent or passable, has been found for every wood heretofore in general use, save hickory. The wonderful physical qualities of this wood for many purposes are not equaled by any other form of wood growth. The wagon and carriage manufacturers are at their wit's end to keep up the supply of hickory suitable for the carrying on of this great industry.

It would seem that a well defined and practical test, looking toward the possibilities of hickory reproduction in forest form, should now be put into effect. Generally speaking, hickory growth is an isolated one, and rarely appears in the forest as a pure stand. There have been occasional exceptions to this. It is said that hickory of scattering growth, among other kinds of hardwoods, is of a higher quality and freer from worm and other defects than that growing in a pure stand. It is also alleged on good authority that hickory, contrary to the general belief, is not a remarkably slow growing tree, but one of medium rapidity of growth.

Such being the case, it should be possible, within a comparatively few years, to produce a young growth of hickory on a commercial basis that should perpetuate a good many industries now largely dependent on this wood for their use. Without doubt, if a movement to this end were instituted by prominent users of the wood, the government, through the forest division of the Department of Agriculture, might be induced to make the preliminary experiments for the general good of the trade. It is also more than likely that many lumbermen, having cut-over lands suitable for hickory reproduction at their command, would be glad to cede to the government areas of sufficient size to put this experiment into logical execution. It is a proposition well worth considering.

### Integrity of the Hardwood Trade.

There is no denying the fact that there is a manifest increase in the integrity prevailing in the commercial transactions involved in the hardwood industry. The general tide of purification of commercial morals that swept over the country last year has at least had a reflected effect on the hardwood industry. This sentiment, if sentiment it be, toward the handling of the hardwood business

on lines of strict integrity has been augmented in a marked degree by the spirit of "to every man a square deal" that has prevailed among the various hardwood associations of the country.

In this great city of Chicago there was a time when a large portion of the hardwood element thought that money making in this line of trade was impossible when honest grades and fair tallies were rendered. Today concerns whose former record was more or less unsavory are very generally doing business on fair and equitable lines. Complaints concerning salted grades and deficient tallies are now rare. This same condition exists in every other hardwood trade center in the United States. The hardwood trade as a whole, and not as heretofore in isolated cases, has learned that there is money in the business only when high-class and just commercial practices are pursued. It is a happy consummation and the hardwood man can congratulate himself on the fact that there is now as little graft and chicanery in his calling as there is in any commercial pursuit in America.

### Uses of Hardwoods.

The ultimate uses of a very large percentage of hardwoods manufactured are essentially so different from those of the so-called building woods as to be worthy of notice. Much of the latter class of material enters into house construction as an entire piece of timber or lumber as it leaves the sawmill, in the form of sills, girders, posts, joists, studding, rafters, etc., while another portion finds its eventual use in the form of siding and shingles.

Hardwoods, save a very small percentage utilized in the form in which it comes from the mill, as posts, bridge, or car timbers, or for some structural purpose, are a cut-up proposition. It is safe to say that ninety-five per cent of all hardwoods manufactured find their eventual use after having been cut to smaller sizes. For example, there may be considered the items of hardwood flooring, interior finish, doors, furniture, wagon and carriage woodstock, railway and street car material, agricultural implements and an infinity of other purposes to which hardwoods are put. This makes the several grades of hardwoods, from firsts and seconds down to No. 3 common, various items of cutting material, and the better systems of hardwood grading as practiced in this country generally consider this fact in the eventual disposal of the lumber. There is another feature of hardwood grading which is in counterdistinction to the necessities of grading any of the building woods. Outside of such portion of hardwoods as is used in the manufacture of chairs and a few other items, the greater quantity goes into final use showing only one surface of the piece. This is essentially true of lumber used in the production of flooring, interior finish, furniture and compound doors. Therefore there is a considerable sense of justice in a one-side inspection of hardwood lumber. This rule, however, would not justly prevail in wagon stock, agricultural implement material, general car building stock or chair dimension.

### The Wasteful West.

Under the title of "The Wasteful West," one Emerson Hough has palmed off on the Saturday Evening Post a yellow journal story attributing the total ravages of the forests of this country to lumbermen, and further giving utterance to many reflections on the dishonest methods pursued by the trade as a whole that are not borne out by facts. Mr. Hough also indulges in statistics for which there is no authority, and on the whole the article, to paraphrase the words of a famous English critic, contains much that is both new and true, but unfortunately what is true is not new, and that which is new is not true.

### The Furniture Sales.

The furniture exposition sale season is just opening at Chicago and Grand Rapids. It is yet too early to announce the exact condition that will prevail, but there are prospects of very large sales even at the increased values that furniture manufacturers have been obliged to place upon their products. It is more than likely that the total of January sales will outstrip in volume any previous period in the history of the trade.

## Pert, Pertinent and Impertinent.

### What Happened to Him.

He knocked three times at Heaven's gate  
 "Who's there?" St. Peter cried  
 "A soul who wrote newspaper jokes  
 Before he pined and died."

"I will investigate your case,"  
 Said he who keeps the keys.  
 "Go sit beneath yon chestnut tree  
 And meditate at ease."

### Sense.

While it is well  
 enough to die happy;  
 it is far more sensi-  
 ble to live that way.

### A Better Time.

Women have a bet-  
 ter time than men in  
 this world—there are  
 far more things for  
 hidden them.

### Of Some Account.

While it is true  
 that the world loves  
 a quiet man, the fel-  
 low who gets up and  
 howls receives a lot  
 of attention.

### Sure.

When one tells the  
 truth he is sure to  
 sooner or later be  
 found out.

### Like Other Good Things.

Your logs never  
 come to the mill un-  
 less you go out and  
 drag them in.

### A Wise Man.

It is the wise man  
 who thoroughly  
 knows himself and  
 does not try to find  
 out things about his  
 neighbors.

### Good Sense.

A man who neither  
 depreciates himself  
 nor makes light of  
 his abilities has good  
 sense.

### A Good Definition.

A coward is a man  
 who knows he is  
 wrong but refuses to  
 acknowledge it.

### A Dollar Bill.

Unless you thirst, what bliss for you can sparkle  
 from the spring?  
 Unless you hunger, can the feast a perfect pleas-  
 ure bring?  
 Unless you grow weary, what to you are beds  
 of down?  
 Unless your heart shall bear a cross, why seek  
 you for a crown?  
 Unless you've sometimes been "dead broke," 'tis  
 useless, quite, to try  
 To tell you what a lot of joy a dollar bill will  
 buy.  
 NIXON WATERMAN

### Folks We Like Best.

Not the prettiest folks or the wittiest folks  
 Are the folks we like the best;  
 And no man's money or words of honey  
 Can turn us from all the rest.  
 One that in your eyes, be he ever so wise  
 I may not fancy as ye do:  
 For those we like best—ah, here is the test!  
 Are the folks that think just as we do!

NEW YORK PRESS

### Different.

Charity says noth-  
 ing and saws wood; a  
 philanthropist always  
 employs a press  
 agent.

### Experience Says So.

It is ordinarily  
 safer to do business  
 with a self-confessed  
 sinner than with a  
 professional saint.

### They Deserve It.

Some lumbermen  
 may not figure on  
 golden harps and  
 crowns in Heaven,  
 but they anticipate  
 something "just as  
 good."

### Need No Help.

Many people get  
 buried in oblivion  
 without the aid of an  
 undertaker.

### Usually.

A man who claims  
 the world owes him a  
 living is likely to  
 owe himself money.

### Don't Have To.

The man with a  
 pull does not have  
 to knock.

### Not Sure.

It is not always  
 wise to judge a man  
 by the cuss words he  
 doesn't use.

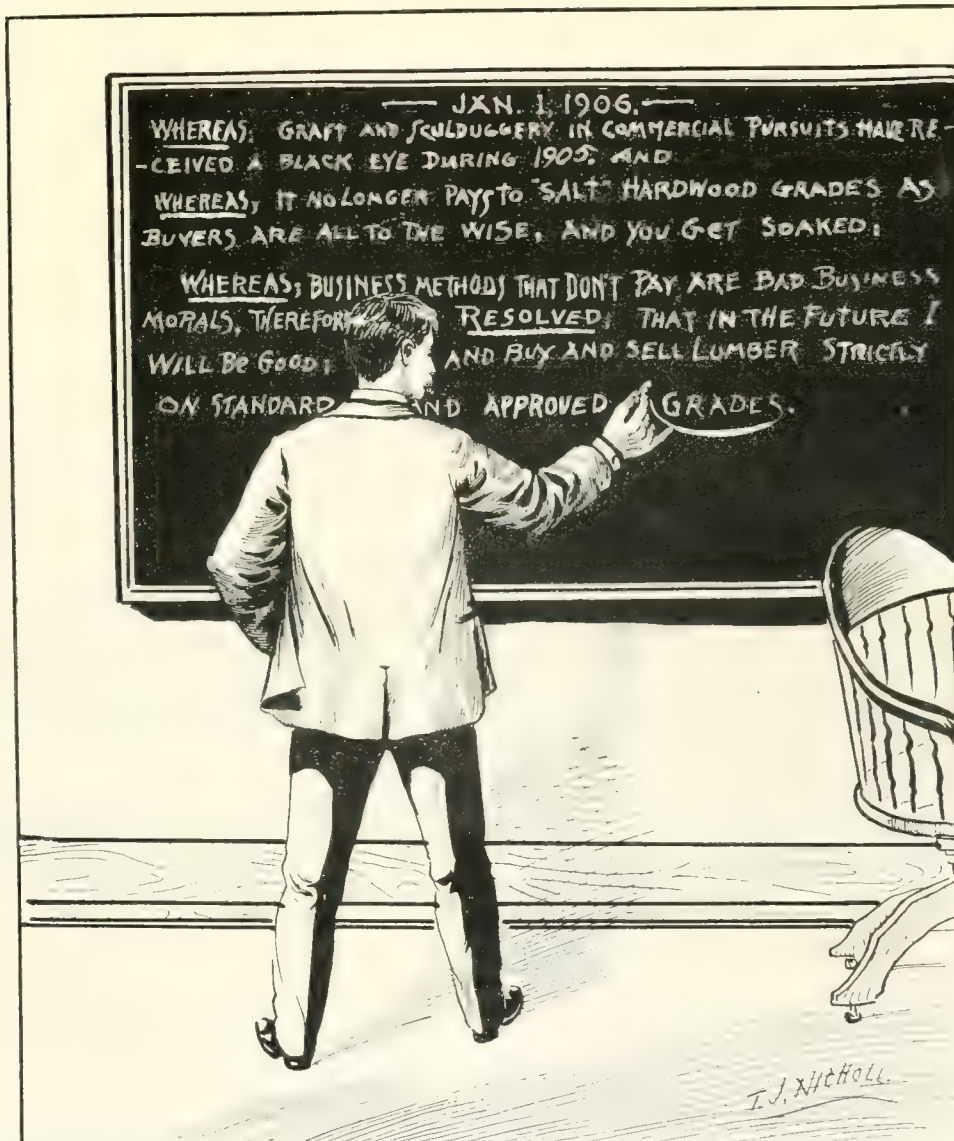
### Easier.

It is easier for a  
 wise man to act fool-  
 ish than for a foolish  
 man to act wise.

### Right.

Trickery is not  
 good salesmanship.

## Profiting by Experience.



There Never Was a Better Time to Fall in Line with the Majority.

### Knowledge.

Knowledge is power until a man reaches  
 the stage where he knows it all.

### A Real Hero.

Any man who is a hero in the eyes of his  
 wife ought to be satisfied to let it go at that.

### Nothing Cheap.

You pay a high price for anything that is  
 unnecessary, no matter how cheap it may be.

### His Noblest Work.

An honest grade is the lumbermen's no-  
 blest work.

### Show the Break.

Broken promises may be mended, but they  
 always show the cracks.

### A Bad Sermon.

When the preacher's mind is on the col-  
 lection his sermon is not of the best quality.



# AMERICAN FOREST TREES.

TWENTY-FIFTH PAPER.

## Live Oak.

*Quercus laevis* Mill.

*Quercus agrifolia* Mill.

The range of growth of the live oak tree is from the shores of Virginia and on the Gulf States, down through Southern Florida, along the coast of the Gulf of Mexico to western Texas, along the Rio Grande and inland to the Red river and Guadalupe mountains; through lower California, southern Mexico, Central America and Cuba.

It is known as live oak in the states of Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Texas and California; in Louisiana it often goes by the French name, *chêne vert*. The trees that grow in northern Mexico and south

fuzzy below; they are thick and firm. The flowers appear when the new leaves come out, the staminate clusters growing in long catkins. The fruit or acorns grow on long stems; they are contained in deep cups covered with fine scales, slightly fringed at the top. The nuts are smooth and dark brown in color.

Of this tree Alice Lounsberry says: "When twilight is gathering its dimness these oaks cast broad shadows upon the earth, and those that have never seen their great forms in the South hung with the swaying *Tillandsia*, can hardly conceive of the mystical effect they produce. About their small evergreen leaves there seems to be a firmness of purpose, and the whole appearance of the trees is vigorous and powerful. Of the fifty species of oaks

water, and often grows right at the water's edge. The small illustration shows the bole of a great live oak that is growing on the beach of the Gulf of Mexico at Pass Christian; the soil has been washed away from the roots for a depth of fully six feet, exhibiting the mighty tendons which bind it to the earth.

The tree has great economic value, but from its comparative scarcity and its wonderful qualities as a shade and decorative tree, the wood is comparatively little known in commerce at the present time. In the days of wooden shipbuilding it was regarded as a material par excellence for the construction of ship knees, and was very generally employed for this purpose from Maine to the mouth of the Mississippi. The tree is an evergreen,



TYPICAL LIVE OAK GROWTH. PASS CHRISTIAN, MISS.

of the Rio Grande grow at an elevation of from six to eight thousand feet.

The live oak is of the beech family and is short bodied, with a head very broad and wide-spreading. The lower limbs usually extend almost parallel with the ground. The bole is large, the trunk a diameter of from five to eight feet. Its time of bloom is in March and April, and it fruits in September and October.

The bark of the oak is dark brown, and deeply furrowed. Its leaves are simple and alternate, with short stems; they are ovate-lanceolate, having rounded apex and round or pointed base; they are entire and the edges have a tendency to curve inward. Sometimes specimens are found which have minute teeth toward the tip. In color the leaves are dark green and beneath are pale, but lighter and

that are indigenous to America none is more interesting than *Quercus virginiana*. A small spray of its foliage bears hardly any resemblance to that of the red, the scarlet, the white or many of the other oaks so familiar in the northeastern part of America. It rather suggests the willow oak, with which the tree is often found growing. The acorns of the live oak are small and among the quaintest of the family."

The live oak rarely if ever grows in a pure stand, but exists separated from its fellows by considerable distance. It is one of the most majestic trees of America. The illustration presented with this article is from a photograph, recently made by the editor of the HARDWOOD RECORD, of one of hundreds of live oaks that are growing at Pass Christian, Miss. The tree seems to thrive best close to salt

and in general appearance resembles very closely a mammoth apple tree in early spring. The large one herewith pictured has a diameter of trunk of more than six feet, while its branches outspread more than a hundred feet.

The wood is very heavy, hard, strong, tough, close-grained, compact, and difficult to work. It is susceptible to a beautiful polish. The layers of annual growth are obscure and often hardly distinguishable, and contain many small, open ducts arranged in short broken rows parallel to the broad conspicuous medullary rays. The color is light brown or yellow, the sapwood being nearly white. The specific gravity is 0.9501 as compared with ash, 1.14; a cubic foot of the wood weighs approximately 604 1/2 pounds.

The live oak has the reputation of growing very rapidly, but its immense size of trunk

and venerable appearance would indicate to the observer that the trees now in existence, fringing the lower Atlantic and Gulf coasts, are of great age. No long timber can be secured from either trunk or branches, and therefore its chief use in the past and its



GIANT ROOTS OF LIVE OAK EXPOSED BY WASHING OF SURF.

occasional present employment lies entirely in the form of crooks for ship knees and com-

pass timbers. The heart of the present mature growth is usually defective.

The wood is so highly esteemed for ship building purposes that in 1799 the government expended \$200,000 in the purchase of southern lands on which live oak timber was growing, for the purpose of affording a supply suitable for the construction of ships for the navy. The use of iron and steel in modern ship building, having so greatly diminished the call for oak timber, the government, by an act approved by Congress in February, 1895, opened for entry and occupation by the public large tracts of this wooded land, held for so many years in the interest of the navy.

The live oak is generally draped with fantastic festoons of Spanish moss, and thus adorned, it is one of the most picturesque objects seen in the entire southland. In general appearance the tree very strongly resembles the famous giant oaks of England, from which the magnificently figured veneers often seen in the smoking rooms of Pullman cars and in the interior finish of some of New York's finest business buildings, are obtained. The writer is not aware that any attempt has ever been made to place the short, giant bodies of

live oaks on the market in the form of veneers, but it is possible that through the coloring engendered by hypermaturity, as is



FOLIAGE AND FRUIT OF LIVE OAK.

the case with English oak, the wood might constitute a very attractive veneer material.

## Incident and Observation on a Southern Trip.

One night's journey on the New Orleans Limited of the Illinois Central railroad takes one the 527 miles from Chicago to Memphis, the chief hardwood manufacturing center of the United States. Statistics of approximate accuracy give Memphis the credit of producing in its score of sawmills 72,000,000 feet of hardwoods annually, and Memphis houses produce at their mills in Arkansas, Missouri, Tennessee and Mississippi about 175,000,000 feet each year. Memphis jobbers, exclusive of mill owners, handle well toward 40,000,000 feet additional, while the manufacturing and jobbing interests buy and ship direct from mills to their trade, well toward another 100,000,000 feet. Thus the hardwood trade of Memphis is responsible for the manufacturing and marketing of almost 400,000,000 feet of hardwoods each year. Memphis is celebrated as being the center of the oak, red gum and cottonwood manufacturing industry, and incidentally makes and markets large quantities of ash, cypress, hickory and a variety of other woods.

Memphis manufacturers and dealers are as enterprising a crowd of lumbermen as exists in the United States. Generally speaking, they know their business and know it well. By dint of experience and approved methods, they have learned better than any other community of lumbermen, the finesse of putting red gum lumber upon the market in a well manufactured, well seasoned and thoroughly satisfactory shape. To Memphis should go the credit of making a high-class commercial commodity of the gums.

The market is especially noted for the great quantity of thin lumber it produces. Without doubt it manufactures more half and three-quarter inch stock in hardwoods than half of

all the other mills in the country. Again, Memphis is celebrated for the large quantity of stock it puts into the export trade; nearly every concern in that market either itself does a large volume of business abroad, or has foreign connections that handle its output.

There are a number of good and well handled sawmills at Memphis. It is rare indeed to see logs manufactured with such nicety of detail as is practiced in these mills. The writer spent several hours a few days ago in company with True Bennett of the Bennett Hardwood Lumber Company in a visit to his sawmill and lumber yards. If there ever was a man who knew the exact nicety of sawing hardwoods and expert ways of seasoning his stock, it is Mr. Bennett. No advantageous detail of production or marketing escapes his notice. Other sawmill men who handle their stock with great finesse are I. M. Darnell & Son Company, R. J. Darnell, Inc., Russe & Burgess, and E. E. Taenzer & Co., Inc. As a matter of fact no one in the market manufactures hardwoods in a way that could be criticized. One of the new and fine mills in Memphis that is turning out stock in beautiful shape is the Green River Lumber Company, Inc. Among the allied concerns of the industry is the magnificent new flooring plant of the Arthur Hardwood Flooring Company nearing completion, which is one of the finest plants ever constructed. Its product will consist entirely of polished oak flooring.

A man who is "cutting considerable ice" in the Memphis market is Col. Maxwell Sondheimer (once known as Max Sondheimer of Chicago), president of the E. Sondheimer Company. The Colonel has endeared himself

to all elements of the trade in Memphis by his generosity and enterprise, and now fully divides honors for popularity in that community with tall, handsome, good-natured Jess Thompson of the wholesale house, the J. W. Thompson Lumber Company. Colonel Sondheimer has been instrumental in establishing at Memphis a restaurant where both ladies and gentlemen dine off the best in the land, cooked in the most expert fashion, and served in a way that appeals to the most critical palate. A caterer has been secured from Chicago who knows the best methods prevailing in high-class restaurants, and it goes without saying that the new Sondheimer refectory will be a monumental success.

The cottonwood trade has its real commercial center at Memphis. Here is located one of the principal offices of the Paepcke-Leicht Lumber Company, in charge of E. A. Lang; the principal offices of the Three States Lumber Company and the W. E. Smith Lumber Company, the Gilchrist enterprises are both in charge of popular "Billy" Smith. Memphis is also the seat of the operations of the great Anderson-Tully Company which is not only a large handler of cottonwood, but cuts an immense quantity of the material into boxes and shooks. Memphis is also the real sales headquarters of Chapman & Dewey of Marked Tree, Ark., the great cottonwood producers, as well as of R. E. Lee Wilson of Wilson, Ark., another man very prominent in the cottonwood trade. Manager H. E. Bacon of the Bacon-Nolan Hardwood Company, whose timber holdings are in Quitman county, Mississippi, and the Lamb Hardwood Lumber Company, which has an immense tract of timber in Tallahatchee county, Mississippi, is just getting business shaped away for his great en-



terprise. This company will be on the market for a good many years, with oak, ash, gum, cypress and other woods. The principal office of both companies is at Memphis, and they have a branch office in the Railway Exchange, Chicago.

The Blanton-Thurman Company of Memphis identify themselves chiefly as "the yellow cypress people" and conduct their busi-



SPECIMEN TRAINLOAD OF LOGS, RUSSE & BURGESS, MEMPHIS, TENN.

ness from offices in the Randolph building.

Thompson & McClure and James Thompson & Co. also have their headquarters in the Randolph building, and make a specialty of both red and white plain and quartered oak, ash and gum.

George C. Ehemann, the popular secretary of the Lumbermen's Club, associated with the big Bennett & Witte concern, is favorably known by everybody in the trade and has become statistician of Memphis hardwoods.

One of the men most thoroughly worth knowing in the Memphis trade is F. E. Stonebraker, vice president of the L. H. Gage Lumber Company of Providence, R. I., and of the Crittenden Lumber Company of Earle, Ark. Mr. Stonebraker has been on the ground a good while and knows the timber of the Middle South as well as any man in the country. He manages an exceptionally fine operation at Earle, and has a reputation of being the highest priced man in the Memphis market. They do say that Stonebraker does purchase the highest type of timber growing in the country, and finds no fault with spending one

to three dollars a thousand more in making and seasoning lumber than any of his neighbors, but when he gets through he has lumber that is of such superior physics, manufacture and seasoning that he can pretty nearly command his own price for it. His specialty is oak, although he manufactures almost the entire range of timber that grows in that section.

They tell a story at Memphis about F. E. Stonebraker's abilities as a salesman. He is a decidedly forceful talker when he gets to descanting on the qualities of the lumber he produces. Some time ago he was called upon to visit a German box manufacturer at St. Louis who was in the market for a quantity of lumber. Upon being quoted prices the St. Louis box man threw up his hands in holy horror, and said he was buying lumber at three dollars a thousand less than Mr. Stonebraker's estimate of values. The Memphis man said to him: "I have been out through your yard, and while you may be an intelligent box man, you're a mighty poor lumberman. The price I am quoting you is good value for the quality of stock I will ship you, and to prove this I will send you a specimen carload or two. When you receive it, if you don't find it is worth the money, haul it out on your back lot and burn it up; send me the expense bills and I will send you check for the freight." Stonebraker effected his sale, and it is alleged that he also made a life long customer.

About the Gayoso hotel in Memphis one will always find a crowd of lumbermen from abroad. The outer lobby is a general meeting place for the home and foreign fraternity. The bunch reminds one very forcibly of the old days' crowd that used to hang around the lobby of the Bancroft house in Saginaw, Mich., equally dividing their time between doing business and swapping stories.

Over at the Gayoso the other day, among the distinguished visitors was R. H. Vansant of Vansant, Kitchen & Co. of Ashland, Ky., president of the Hardwood Manufacturers' Association of the United States. Mr. Vansant was on his way home from a visit to

Hot Springs where he had been taking a vacation of some weeks for rest and recreation. Among other sojourners at the hotel was Theodore Schneider, lumber purchasing agent for The Brunswick-Balke-Collender Company of Chicago. Theodore was just in from a trip to Greenville, Miss., where he had been visiting the Planters' Lumber Company. It seems that the mill of this concern is situated



SECTION OF LOG STORAGE YARD, RUSSE & BURGESS, MEMPHIS, TENN.

at a considerable distance from the station. On the arrival of Mr. Schneider at Greenville, he telephoned Manager J. L. Strickland of his presence, and Mr. Strickland kindly volunteered to send a carriage for him. To ride in a carriage appealed to Theodore as being much preferable to hoofing it out to the mill, and so he waited at the hotel for the carriage. The private carriage which Mr. Strickland sent for the Chicago buyer, including the liveried driver, is herewith pictured.

\* \* \* \* \*

Down at New Orleans J. D. Lacey & Co. report an immense sale of southern hardwood timber, the largest in the history of the house, and numerous inquiries are reaching them every day from would-be purchasers of southern hardwoods.

R. H. Downman, head of the numerous great cypress manufacturing enterprises in the vicinity of New Orleans, is well pleased over the year's business, as is also Manager McDowell of the Southern Cypress Lumber Selling Agency.

Other concerns largely interested in cypress



W. H. HARRIS OF ASHLAND, KY., SENATOR HANSPROUGH OF NORTH CAROLINA, AND MR. CRANDALL OF NASHVILLE, TAKING A RIDE AT HOT SPRINGS, ARK.



PRIVATE CARRIAGE OF PLANTERS' LUMBER COMPANY, GREENVILLE, MISS., IN WHICH IT CONVEYS ITS GUESTS TO ITS MILL.







HERBERT B. LEAVITT  
CHICAGO

production, which sell their output on their own account are the Ruddock Orleans Cypress Company, under the able management of Tim McCarty, and the allied Good Land Cypress Company; the Hoyt & Woodin Cypress Company and the Hoyt & Woodin Manufacturing Company, under the general management of W. H. Martz.

The writer had a pleasant visit while at New Orleans with Walter Wright and John Williams of the New Orleans Lumber Trade Journal. Incidentally inquiring of the former the best way to reach the plant of the Otis Manufacturing Company, Mr. Wright kindly vouchsafed the information that the most expeditious way would be to catch a Tchoupitoulas car over on Canal street. Mr. Wright failed to pronounce this word in the way it is spelled, and was questioned as to the correct system of orthography that surrounded it. "I have only lived here eleven years," replied Wright; "don't ask me to spell it." The writer by means of the route outlined by Mr. Wright eventually discovered the plant of

the Otis Manufacturing Company, but in doing so also found two decidedly better ways of getting to and from the plant than the one indicated by the publisher of the Lumber Trade Journal.

The sawmill of the Otis Manufacturing Company is located on the levee of the Mississippi river above the city, and is a model type of a single band mill for the sawing of mahogany, the entire operation and plant being handled in a manner that reflects great credit on the abilities of Mr. Otis as a producer of this most aristocratic of woods. Every detail of sawmill, sheds, lumber yard and office indicate system and a thorough understanding of correct methods of manufacture, seasoning and selling.

Manager Harrison of the Jefferson Sawmill Company has transformed his sawmill into a box factory, and at the present time is engaged in converting a big yard full of cottonwood into shooks and packing boxes.

HENRY H. GIBSON.

## Builders of Lumber History.

NUMBER XIX.

Herbert B. Leavitt.

(See Portrait Supplement.)

Someone has said that it is comparatively easy to be a good biographer, but very difficult to live a life worth writing.

It is a foregone conclusion, however, that the readers of the *HARDWOOD RECORD* during the last year have found in every issue the little history of a business life worth writing. In each one there has been an illustration of the many methods of success and one comes to the conclusion after reading them that it is not the men of thought, but the men of action who are best fitted to push their way to wealth and honor. The secret of all success in business life lies in being alive to what is going on around one, in adjusting oneself to conditions and in knowing the wants of the time. It is not enough to do the right thing; it must be done at the right time and in the right manner. This the successful business man learns early and does almost unconsciously. Whatever the unsuccessful man may think about the good luck of others who have outstripped him in the race, the history of the life of every successful man exemplifies what Lewes wrote in his "Life of Goethe"—"Instead of saying that man is a creature of circumstance, it would be nearer the mark to say that man is the architect of circumstances."

Among these "architects of circumstances" it is the pleasure of the *HARDWOOD RECORD* to place Herbert B. Leavitt of Chicago, whose portrait marks the supplement of this issue.

Even Dr. Osler can find no fault with Mr. Leavitt, as he is still under the forty year limit, having entered this world in June, 1868. His parents lived at that time on a farm in Boone county, Illinois, a few miles south of the southern boundary of Wisconsin. When

he was eleven years old they removed to Cheboygan, Mich. Young Leavitt remained there until he was sixteen years of age, when he came to Chicago and entered Souder's business college.

Through his father, Oscar C. Leavitt, and an uncle, Jerome Leavitt, the boy had heard much about lumber, as both were millwrights well known in the early days of the lumber industry of the Northwest, having built some of the largest sawmills in Minnesota and Michigan. It was, then, almost as a matter of course, that the young man should turn his thoughts and energies toward the lumber trade when deciding to leave school for a business life, which he did when he was seventeen years old. He secured a position with Crandall, Schultz & Co., then engaged in a large wholesale pine business at the place where the Leavitt Lumber Company's yards and offices are now located.

Very soon the firm formed an opinion as to the abilities of its office boy, Herbert B. Leavitt, and in a short time he was promoted to a clerkship and very quickly grew into greater responsibilities. In a few years he was a factor with which to be reckoned in the trade. In 1894 the firm of Crandall, Schultz & Co. was dissolved, and the firm of Crandall & Leavitt established. J. N. Crandall had been in business for many years and had determined to retire which he did to all intents and purposes. In May, 1894, was established a new yard one block north of the former location. Here was also equipped commodious office rooms, extensive sheds and track facilities suited to the needs of a business which, although making a specialty of hardwoods, yet also handled large quantities of yellow pine. In 1898 they increased their yellow pine supplies by the pur-

chase of lands near Warren, Bradley county, Ark.; here they erected a sawmill with a capacity of 60,000 feet a day. In January, 1900, Mr. Crandall sold his interest in this sawmill and timber to M. F. Rittenhouse and J. W. Embree. The company was incorporated as the Arkansas Lumber Company, with M. F. Rittenhouse, president, J. W. Embree, vice president, Jerome G. Leavitt, brother of H. B. Leavitt, secretary. Herbert B. Leavitt was made general manager and treasurer. At the same time Mr. Leavitt retired from the firm of Crandall & Leavitt to devote his entire abilities to the new concern.

As general manager of the Arkansas Lumber Company, Mr. Leavitt found the enervating climate at the mill, combined with the most strenuous work, entailed too much for his physical endurance and after an attack of typhoid fever he resigned the position in September, 1903, and was succeeded by his brother. After traveling several months in search of health he at last determined that he was well enough to enter again the industrial arena, and in May, 1904, disposed of his stock holdings in the Arkansas Lumber Company to his partners and in conjunction with his brother-in-law, Fred W. Black, secured a tract of hardwood timber lying along the upper tributaries of the St. Croix river in Polk county, Wisconsin, and a mill and lumber yard at Frederic. The land comprises 28,000 acres in compact body. It is known as the last large tract of virgin oak in Wisconsin.

The oak, both red and white, however, is but one half the total stumpage, the other woods comprising basswood, birch, ash, soft elm and white pine. The mill at Frederic is up-to-date in every particular, and cuts about 50,000 feet of hardwood in ten hours. The lumber yard at the mill covers twenty acres of ground and there are three hundred men employed in its operation. At that time the firm retained the name of Wisconsin Oak Lumber Company and established a yard on Center avenue, near Thirty-fifth street, Chicago, with four hundred feet of water front on the south branch of the Chicago river.

Early in 1905 the Richardson & Leavitt Company was established to manufacture and handle southern oak. In August, 1905, the Richardson & Leavitt Company and the Wisconsin Oak Lumber Company were consolidated and merged into the Leavitt Lumber Company, with H. B. Leavitt, president; B. F. Richardson, vice president, and Elmer H. Adams, secretary. In December of last year Jerome G. Leavitt severed his connection as manager of the Arkansas Lumber Company on account of ill health, and purchased a considerable interest in the Leavitt Lumber Company. After taking a much needed rest he will assume his duties as treasurer of the new company to which office he was elected last month.

The company has just leased a yard 250x600 feet at the corner of Twenty-second and Laflin streets, where it will establish a second, wholesale yard. This is a part of the yard formerly



owned by the Super Lumber Company. The Super Lumber Company will build a handsome office at this location, also barns and a shed capable of housing 2,000,000 feet of kiln dried lumber.

While the company handles every variety of hardwood used in this market, it is also a considerable dealer in white pine, yellow pine and cypress. The distinct specialty is northern and southern oak. It manufactures at its Frederic, Wis., plant less than one-fourth of its annual handlings. In addition to the stocks carried in the Chicago yards the house groups hardwoods at several southern points for direct shipment to its trade. The annual sales are from 30,000,000 to 35,000,000 feet.

Herbert B. Leavitt is a tall, rather slender man of dark complexion. His keen black eyes and firm mouth impress one with his vigor of mind and alert disposition. In the conduct

of his business he is a stickler for absolute integrity even in the smallest details, and his office and yards speak in no uncertain manner his orderliness and comprehensive vigilance in every department.

He is married and has two children. His one recreation is an occasional trip in which he often combines business with pleasure, and now and then takes a few days off with dog and gun, as he is an enthusiastic sportsman. He is fond of good horses and keeps a high-class stepper for his personal use. As a member of the Chicago Athletic Club he is very popular, where he counts his friends by the membership roll.

Endowed with solid sense and a natural suavity and possessing prudence and foresight and a thorough knowledge of his trade, Herbert B. Leavitt is one of the most successful hardwood factors of the lumber industry.

## Piling Hardwood Lumber.

Having given due consideration, in the last issue of the *HARDWOOD RECORD*, to the subject of piling lumber so as to get a free circulation of air under and through the pile to prevent bluing or sap staining in the early stages of drying, the next step to be considered is piling with a view to drying in the best shape possible, consistent with a reasonable amount of care and expense. To accomplish this it is necessary to study not only the nature of the wood, but the effects produced on it by various elements in the process of drying. Regarding tupelo gum, for example, which is one of the most refractory woods in its tendency to warp and twist, some men who have studied this wood claim that if the logs could be seasoned before they are cut into lumber, the lumber would remain perfectly flat. There may be logic in this idea, but it does not show up well under careful examination. It is impracticable in the average sawmill and is worthy of consideration only in connection with the study of wood. It might be assumed that if a gum log were bored through the heart, then steamed and seasoned, it would by careful manipulation stand the seasoning without very serious cracking, but the strains set up in the log would be greater than those set up in the drying of ordinary lumber cut from the green log.

As a general rule the sapwood or outside face of the board shrinks in drying more than the heart side, so the tendency is to warp toward the sap side of the board, which will be true of a thin board, a thick plank or a log. And if the grain is not straight it takes on various forms. This tendency, however, can be overcome by devising ways to hold the board flat while it is in process of seasoning. A pretty clear idea of this matter may be obtained by looking at a piece of bent wood. When a piece of wood is bent after steaming, one of two things must happen: either the wood along the outer circumference of the curve in which it is bent must stretch,

or that on the inner side must compress to make up for the difference in the length of the outer and inner sides of the circle represented by the thickness of the wood. It has been demonstrated again and again until it is a well known trade axiom that wood will not stretch, either lengthwise or crosswise. Hence, in process of drying we must figure on the denser side of the wood compressing enough to take care of the shrinkage of the sap side or the parts which tend to shrink most, otherwise cracks will result originating on the side of most shrinkage, just as breakage results in bending wood when a knot or something on the inner side of the bend prevents compression, for the strain in attempting to stretch wood simply breaks it. Wood has certain elastic properties, varying somewhat in the different species, which are attributable, however, to compression and the tendency of the compressed parts to return to their normal condition, and not to the stretching of the fibers at all. Under the treatment of seasoning in the compressed condition the wood gradually loses its tendency to rebound, and when a stick of wood has been held in shape until thoroughly dry it will ordinarily retain the bent shape, unless moisture or other conditions bring a return of life to the wood and awaken the dormant tendency to rebound, when the wood straightens out a little, never, however, returning to its original state.

The conditions existent in bent woodwork are true in an emphasized way of what obtains in piling lumber to season it straight and overcome its natural tendency to warp. The point to bear in mind is that that part of the wood inclined to shrink must be humored by allowing it to compress the part with less shrinking tendencies. The question arises here—how can lumber be held in a true flat plane and at the same time have room to shrink? There is no ideal method of accomplishing this; the nearest thing to the ideal is the modern process of drying veneer.

A few years ago the veneer dry press used consisted of a series of hollow iron plates heated by steam, between which were placed the sheets of veneer for drying. When filled, the plates were clamped together on the veneer by toggle levers and when the stock was about half dry, the plates were released a few moments to allow the steam and gas to escape and the wood to shrink and adjust itself to its half-dried condition, when they were clamped again and held firmly until dry. Following this came the modern and more perfect process of passing sheets of veneer through a series of live rollers encased in a long box and supplied with heat from a fan and steam coil to drive out the moisture. This forms a series of continuous clamping and releasing, permitting the sheets to shrink as they dry and keeping them flattened so that when they come through they are not only thoroughly dry, but smooth and straight as cardboard and free from cracks.

Although a method of piling lumber, especially for air drying, which will give perfect results, is yet to be discovered, there is room for improvement over the piling seen in the yards of many mill men. If a board is to be held straight it must be clamped under pressure, so to speak, and forced to retain a straight plane during the course of drying. In the ideal process it should be clamped through its entire length. This cannot be done, however, and permit the air to circulate, but what can be done is to use more than two or three cross strips to sixteen-foot lengths, many more, in fact, if the right kind of strips are used, and used in the right manner. If we should cross strip with green boards four, six or eight inches wide and put five, six or seven of them in sixteen feet, it is a foregone conclusion that pretty badly stained lumber would be the consequence, but if instead of this green lumber dry strips, say from one to two inches wide, are used, they can be placed every two or three feet in the length of the pile with good results. Something depends, of course, on the manner of placing them, and it should go without saying that the strip for each succeeding layer should be placed directly over the strip below so that it would serve to clamp the lumber flat instead of tending to bend the board. At the ends the strips should come flush so as to retard the natural tendency of the ends of the lumber to dry out quicker than the body and cause checking. Everyone knows that, of course, and also that it is impossible under ordinary conditions to get the lumber even at both ends of the pile. So it is piled even at one end, the other left to take care of itself. But many, because of this unavoidable condition, on the theory that one end of the pile must be uneven, use all lengths in the same pile, making the back end very ragged, for which there is no excuse whatever. The variation of a few inches in the length of stock cannot be avoided, except where the lumber all comes through a trimmer, but because this is true is no excuse for such ragged

and irregular piling as is usual with some mill men, and a little attention to this matter would bring surprising returns for their efforts.

Again bringing modern veneer drying to bear on the subject, it is seen that even though cross strips are put in carefully and plentifully, there is one feature missing—the continuous releasing and clamping of the stock so as to give it opportunity for shrinking during the process of drying. It is clamped in a vise, so to speak, or rather a series of vises, and it is not infrequently because of being so clamped and being unable to shrink so that that part of the wood which has a tendency to shrink most can compress the other, that cracks result. Take a green board, for example, say twelve inches wide, nail each corner firmly to a stick of timber, and as it dries it will crack open, either where the nails are driven in so that the part be-

tween the nails can shrink, or somewhere in the middle so that the part held by each nail can shrink of itself. In view of this truth it is no wonder that cracks are frequent in a pile of lumber, for boards at the bottom of high piles are under enormous weight and held practically as firmly as if they were screwed in a vise. A most important step that suggests itself in this connection in overcoming this difficulty is not to pile lumber too high, bringing excessive weight on the bottom boards. Just what height will give the best practical results is not known at this writing, and to the end of obtaining more light on the subject the **HARDWOOD RECORD** suggests that mill men making experiments along this line should tell of the results. Get the foundation well up off the ground and do not pile too high. Try various heights in piling and communicate with the **RECORD** as to the results.

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the **HARDWOOD RECORD** clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### Equitable Adjustment of Fire Losses.

BOSTON, MASS., Dec. 18.—Editor **HARDWOOD RECORD**: To arrive at a more equitable adjustment of loss which should be paid on lumber at points of manufacture, after the manufacturer has taken his log run cut and produced from it different grades, thicknesses, qualities and widths, according to the demand of the market, the Lumber Mutual Fire Insurance Company of Boston has adopted a clause reading as follows:

#### LIMIT OF LIABILITY ON LUMBER.

In the event of fire loss the basis of adjustment shall be net market value at which the lumber could be sold at the location on the date of the fire.

The liability of this company shall be limited to 80 per cent of the said market value per 1,000 feet for each grade and kind of stock destroyed.

In the event of additional insurance whether valid or not, this company's liability shall be limited to its proportion of 80 per cent of the net market value—at which the lumber could be sold at the location on the date of the fire.

This clause is intended to avoid the necessity of the manufacturer trying to do an almost impossible task in showing the actual net cost of each particular kind, thickness, grade and width of lumber he may have produced from his log run.

The principle of indemnity in fire insurance covers only the actual net cost and is not intended to insure profits. It is readily understood that if the profits were insured, the insurance company might become the best cash customer, and although we do not believe the moral hazard is responsible for fire losses on lumber risks in a tenth part of that proportion assigned to it by the stock companies in their general business, yet our idea is to use every safeguard to protect the companies and avoid overinsurance.

The manufacturer of hardwood especially may make fifty different kinds, thicknesses, grades and widths of lumber, all of varying market value. The market value and the price at which the lumber can be sold are easily ascertained

from the trade price list for delivery in market and a deduction of the freight and the cost of loading brings the net value back to its location at the mill where it is prepared for the market.

By limiting the liability to 80 per cent of this net market value at which the lumber could be sold, or is already contracted to be sold, or can be shown by actual sales previously made, the idea is that 80 per cent of this net value will fully cover the actual cost to the manufacturer.

This clause certainly facilitates prompt and satisfactory adjustment of loss which might not be fully satisfactory to both parties concerned in the insurance contract without the clause.

W. C. JOHNSON, President.

The foregoing letter is from the dean of the mutual lumber insurance companies of the country, which has had such marked success in this line of work and whose saving to policyholders in insurance cost has been so phenomenal. His brief on the subject of equitable adjustment of fire losses on lumber is a just and logical analysis of the subject from an authoritative source.—EDITOR.

### Dimension Stock Wanted.

The editor is in receipt of an inquiry for several items of dimension stock enumerated below, and he will be glad to put producers of this material into communication with the buyer:

In clear hard maple,  
2"x3" 32  
2"x4" 41  
2"x5" 50

Also neckyokes turned to pattern.

In clear white oak,  
2"x3" "—32"  
2"x4" 41  
2"x5" 50

Also neckyokes turned to pattern.

In clear tough hickory,  
1 1/2"x1 1/2" 28"  
1 1/2"x1 1/2" 36"  
2"x2 1/4" 17"

Clear white oak cultivator handles,

1 1/2"x2" 5' 6" in pairs  
1 1/4"x2"—5' in pairs

with two rounds and finished complete for varnishing.

### Proposed School of Practical Lumbering.

F. E. Weyerhaeuser, chairman of the executive committee appointed by the National Lumber Manufacturers' Association to raise a fund for the endowment of a chair of applied forestry and practical lumbering at Yale University, is sending out a brochure to everyone who likely would be interested in the proposed movement, reciting the plan by means of which he and his associates have undertaken to aid this extremely worthy and practical object.

Mr. Weyerhaeuser says:

"Lumbermen are vitally concerned with forestry. No other class of men depends so much on the forest nor has so great an influence upon it. Speaking of the forest problem at the American Forest Congress last winter, President Roosevelt said: 'It cannot be settled right until the forces which bring that settlement about come, not from the government, not even from the newspapers and the public sentiment in general, but from the active, intelligent, and effective interest of the men to whom the forest is important from the business point of view, because they use it and its product, and whose interest is therefore concrete instead of general and diffuse. . . . The forest is for use, and its users will decide its future.'

"Lumbermen are the owners of the most productive forests of the United States, and most of the timber cut from the forests which they do not own must eventually pass through their hands. It is of the utmost importance to them that the national forest reserves, which already cover an area of about one hundred million acres, should be cut in a reasonable and businesslike way, and that the foresters who will have the handling of these reserves should understand the lumberman's point of view, and know what is practical and what is not. The time is not far distant when the great majority of lumbermen will need foresters of their own. Forestry is now generally recognized as a business question which the lumberman must meet. It is essential to the business interests of the lumbermen themselves that the foresters whom they employ should have a thorough, practical training in lumbering.

"The Yale Forest School was selected through the National Lumber Manufacturers' Association for the endowment of a chair of lumbering first of all because it trains the great majority of American foresters—more than all other forest schools combined. It has the largest and best equipment, and its future is assured by a permanent endowment safely invested. It is well located for its work, within easy reach of the great lumber regions and lumber markets of the east and northeast, and it has the use of conveniently situated forest tracts for study and experiment."

It is to be hoped that the committee of which Mr. Weyerhaeuser is chairman will have the hearty support of the lumber trade, and that ample contributions may be forthcoming to raise the necessary fund of \$150,000 to endow this chair at Yale. The leading spirits in every lumber association in the United States are identified with the movement, and the following gentlemen constitute the executive committee: F. E. Weyerhaeuser, chairman, National German-American Bank building, St. Paul, Minn.; William Carson, treasurer, Burlington, Iowa; N. W. McLeod, president N. L. M. A., St. Louis, Mo.; C. I. Millard, Fullerton building, St. Louis, Mo.; E. G. Griggs, St. Paul & Tacoma Lumber Company, Tacoma, Wash.; J. B. White, Missouri Land & Lumber Company, Kansas City, Mo.; R. A. Long, Long-Bell Lumber Company, Kansas City, Mo.; R. H. Downman, Hibernian Bank building, New Orleans, La.; J. T. Barber, N. W. Lumber Company, Eau Claire, Wis.; I. C. Enochs, Jackson, Miss.; J. L. Kaul, J. L. Kaul Lumber Company, Birmingham, Ala.

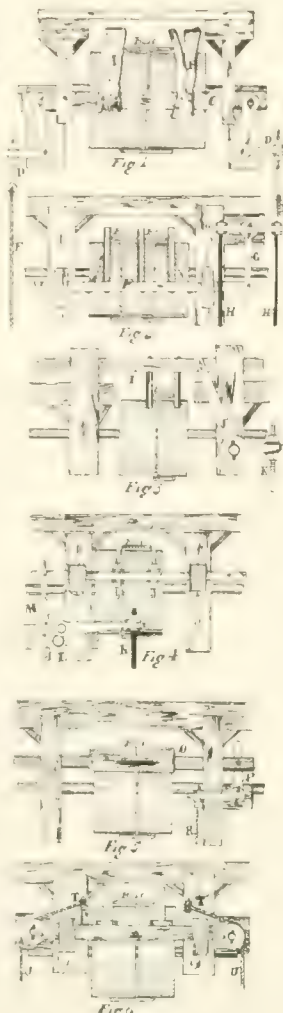


# Hardwood Belt Shifters.

The accompanying diagrams are sketches from different forms of hardwood belt shifters observed in shops and mills. Hardwood shifters may be found in use in some of the best industrial establishments in this country. Usually they are used for shifting belts which run from one wheel to another on the level of the wall or ceiling shafting. However, hardwood shifters are often found in use on the tight and loose wheels at the floor level. There are opportunities to utilize them on belting extending down from overhead shafting to some machine below. In fact, the hardwood belt-shifter can be used almost anywhere. It is made according to numerous patterns, and a wide variety of wood is used in its construction. Often queer ideas are introduced in its manufacture. For illustration, the writer noticed that in a certain factory the frame-work of the mechanism was made of hardwood, well finished and accurately put together, but the shifting sticks were soft wood, and were cracked as represented at A and B, Fig. 1. The reason for this was that it was thought best to have soft wood sticks at this point because they would be easier on the belting than hardwood. The device was operated in a peculiar manner. There was the usual shifting piece, C, which slides in slots in the supporting arms. Then two cast iron angles D, D, were adjusted to the sticks as shown, and also arranged on a bolt in the lower end of the piece forming part of the frame. Thus, these iron levers could be used to shift the piece C by the operation of the hand ropes E, E. These ropes were long enough to reach to the floor where the workmen could handle them readily.

One of the curious combinations in another establishment is sketched in Fig. 2. This is arranged to carry two belts on three wheels. Therefore, there are three shifter prongs instead of two. These prongs are adjusted to the sliding piece F. Then, there is a T-shaped metallic device G, arranged as shown. Instead of using ropes in the lower device for manipulating the belts on the wheels, there are two iron rods H, H, adjusted so as to reach to a convenient distance from the floor. By working these rods properly, the person shifting the belts can transpose them from tight to loose and loose to tight wheels at will.

Not infrequently the shifting mechanism is



arranged to work above the run of the belt instead of below it, as illustrated in Fig. 3. The supporting arms are put up in the usual manner and the pieces are slotted above the wheel line. The sliding piece is then fitted with the dropping studs or prongs, as at I, and the belt is enclosed between as shown. Manipulation is effected by means of the metal arm J. These various types of shifting arms may usually be picked up about the shop. There are always extra parts of woodworking and other kinds of machinery scattered about, and an ingenious workman has little trouble in finding a suitable lever. It is sometimes necessary, however, to alter the plan of the shifter to conform to the available lever. In this combination the shifting lever, designated J, is worked by the rod K. The rod is cut with necessary threads at the upper end which is inserted through a hole bored in the end of the arm, and a nut on each side serves to lock the device securely. But sometimes a metal arm cannot be found and then the workman must use his genius and devise some scheme of his own, such as is illustrated in Fig. 4. The shifting portion of this device is constructed on the usual lines, with hardwood pieces evenly adjusted. Lacking metal pieces for the mechanism for operating the shifter, the workman made the device from hardwood. First he turned down a wood disk, about fifteen inches in diameter and two inches in thickness. This was bored through the center and put on a hardwood stud and the stud mortised into the frame. This disk is marked L. Then a wood lever M was screwed to the wheel as shown, and the upper end bored for a hardwood pin extending into the end of the sliding piece carrying the shifter prongs. Next a wood lever was secured to the wheel, extending at the angle shown, for union with the floor rod N. This device operated the belt perfectly.

In another shop a hardwood shipping arrangement adjusted as shown in Fig. 5 caused much annoyance. The mechanical operation of the shifter was not at fault. The trouble was in the method of slotting the belt shifting attachment, calculating that the wobbling belt would run as readily in the slot as if it had the freedom of the open prongs. The prongs were substituted by a piece of board, slotted and attached as at O. The edges of the belt were constantly catching on the edges of the

slot. The flopping of the belt caused much unnecessary grinding, ripping and tearing. Fortunately, the belt ran at low speed, otherwise the device would have been torn down. This shifter was worked by the rope R, attached to the lever P. A spiral spring arrangement was attached to the back part of the sliding piece to draw it back whenever the strain on the rope ceased.

Another combination for shifting a belt is exhibited in Fig. 6. No metal work is used, hardwood being employed for the mechanical parts. There are two hardwood pins inserted into the sliding piece as at T, T. A rope is fastened on the ends of each and passes down and over the grooved wood wheels S, S, down, U, U, to the floor. It is an easy matter for the workman to control the shifter by means of these ropes.

A properly designed wood shifter will give good service for years. The trouble in most cases is defective stock and poor workmanship. Nails are often used too freely, instead of screws or bolts. The wood shifter is usually considered as simply an emergency device and is built with this idea in view, although some made for only a few weeks' use have been kept in service for years.

## Purchase English Oak.

In one large room at the Pullman works, Pullman, Ill., may be found thin slices of wood that are valued almost at their weight in gold. This wood was obtained in no ordinary way, as its purchase involve a story. A few weeks ago the heads of the Pullman Company and the artist-craftsmen were made happy by the announcement that a large quantity of old English oak had been secured. The trees were on the extensive grounds of Rockingham Castle, one of the oldest estates in Northamptonshire.

The former owner of these grounds died without male issue, and the property went to a distant relative, a devout minister. He never had accumulated money or property, and suddenly found himself in possession of a vast estate with no funds to keep it up, and no income from the parks. Family pride would not permit him to sell the castle to American or Australian millionaires, who were in the market for just such a place, and what business instinct he had told him not to mortgage his property.

The offer of the American wood buyer, although at first spurned, came at an opportune time, as the minister's affairs were becoming so tangled that he needed ready money badly. Twenty-seven of the trees finally were purchased, the price being approximately \$30,000.

The great giants were felled, trimmed and shipped to New York. There they were made into veneer. In this operation numerous relics of English history were found. Imbedded in the great trunks were slugs and pieces of arrowheads, recalling the days of England's great crossbow soldiers. In one trunk were found gate hooks which must have been there at least a thousand years.

It was impossible to estimate the age of the trees by the rings of growth because of their density, but experts claimed that they had stood for almost 1,500 years.

C. H. and W. A. Rexford of Gaston, Pa., have purchased two valuable tracts of virgin hardwood timber lands. Each of the properties contains about 13,000 acres, one in Swain and Graham counties, North Carolina, the other bordering on the South Carolina line adjoining other property belonging to the Messrs. Rexford. The timber on the two tracts is valued at \$1,750,000. They will be developed by the new owners.



# Hardwood Floors in the Philippines

The most remarkable floors in the world may be found in the houses of wealthy Spanish and Filipino families in the Philippine Islands. This is due, no doubt, to the fact that in beauty and variety of species the hardwoods of the Philippines are unexcelled. Then, too, the native hardwood floor makers do not hesitate to devote days in the carving of intricate figures in the flooring, charging but nominal prices for their work. When the American soldiers returned from the islands, after a tour of duty, many brought home to the United States small specimens of the work of the patient native floor manufacturer. He goes into the dense forests of the islands and secures special pieces of timber for his work. The artisan has no trouble in getting large quantities of rich hardwoods admirably adapted to his purpose. He particularly seeks the intensely hard wood of the roots of the so-called "wagon-tire" tree. The roots of this tree extend about five feet above the ground as shown in Figure 1. Owing

shaping blocks, triangles, round pieces, disks and diamond shapes from the very hardest woods, using the crudest tools, preparing the material for inlaying. Heaps of hard stock like that shown in Figure 2 are piled about, in process of seasoning. The workers chatter continually. Time is no object to them; it matters little whether they work or not, because the natural resources of the country provide what food they require.

The Filipino floor maker is ingenious in the patterning of designs by combining the various kinds of woods. Mahogany, a certain species of oak, a wood similar to our maples and other hardwoods are abundant in the great forests of the islands. When the native goes to the forests for material he is not handicapped in any way; waste is nothing to him. He fells a tree and selects the few choice pieces he wants for flooring work, and, though it be a giant of the forest, its great body may be left upon the ground to decay.

There is much deceit practiced by the natives in the making of inlaid flooring. In a number of places in which so-called hardwood floors are manufactured, in order to get the desired contrasting colors for patterns, certain inferior woods are dyed. The Filipino prefers fancy colors and intricate designs to plain patterns. It is a sign of position and rank to have one's hall floor engraved about the borders. The natives are careless about many things, but their hall and reception room floors are neatly kept. In all households of importance there is a lad who attends exclusively to the floors. With a pair of brushes strapped to his feet he devotes much time to

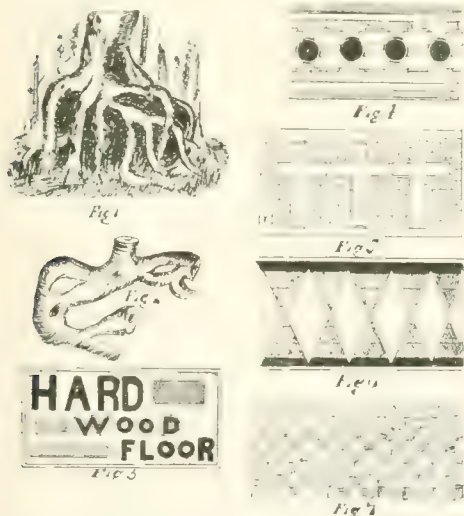
polishing them. The foot-brush is a form of shoe with bristles in the sole. The lad applies polishing oils while skating over the floors, thus easily producing a rich gloss.

All timber is thoroughly seasoned before being used, and woods which are liable to absorb moisture are avoided. A species of sycamore grows in the Philippine forests, but native floor makers say they cannot utilize it because of that tendency. A wood that appears to be a kind of satin-wood is frequently employed. The rosewood of tropical countries is also valuable for flooring and is extensively used throughout the world. It is found in abundance on certain of the islands.

Although the native hardwood floor makers are quite competent in designing and engraving patterns, they are not skillful in laying floors. They fail to get the proper foundations; therefore many are uneven. The diagonal arrangement of parquetry is not thoroughly understood by the workman. Often the joints of the parquetry floor coincide with those in the foundation floor and depressions result.

Floor contractors usually make their signs out of sections of hardwoods combined as in Figure 3. The character of the work in the sign, its finish, design, etc., aid many a buyer to determine whether he shall patronize the workman. An artistic sign, well made and nicely finished, is always a means of securing patronage.

Figures 4, 5 and 6 are specimens of native floor work, made by combining the vari-colored woods, used in the houses of the rich, tribunals, churches and public buildings. The flooring used by the poor is simply interlaced split bamboo material as shown in Fig. 7. This is thrown over slat flooring and really serves the purpose of a carpet.



to its curves, wagon wheel makers of the islands often find pieces for wheel rims naturally shaped in the right form. The selected pieces are properly prepared and a very strong wagon wheel rim results. Often the rim is also the tire. That is, the wood is run to the ground direct. On soft and muddy roads this works well; on stone pavements, however, the rim, no matter how tough, becomes worn in time.

Native manufacturers often select oddly shaped pieces of this wood, and preserve many of the queer forms. Slabs are sawed from these, and sets made for the completion of certain designs. Intricate patterns are often described by interlacing and arranging the various oddly shaped slabs. This wood is given a high polish before it is placed in the pattern. Furthermore, the pieces are often elaborately carved in monograms or figures, scrolls are described and angles made.

The principal method of floor construction in the islands is inlaid work. One may see dozens of industrious natives squatted upon the ground floor of their nipa roofed shacks,

## A Lumberman's Letters to His Son.

MEMPHIS, TENN., JAN. 6, 1906.

MY DEAR SON: You write the boys on the road to advance the price of oak \$3 a thousand. There is nothing doing in oak in this country. There isn't enough on hand at any of the mills to wad a gun. The country is full of buyers trying to purchase lumber and every mill man is way up in the air on his idea of values. The only way to visit an ordinary sawmill in Arkansas nowadays is by boat, as more of that state is under water than on top of it. It rains every day and sometimes twice a day, and a man dare not go out to a dinner party without his gum boots and a slicker. There is no prospect of seeing any accumulation of oak lumber at the mills for months to come. Oak is certainly it.

Don't forget to impress upon the boys that the orders to advance prices on oak are from the old man, and that he means what he says.

There is another thing we are up against this year, and that is the matter of inspection. You tell the foreman that it won't do to take any more chances on stuffing grades. Even a man that don't buy more than two carloads a year has got very wise on the grading proposition. After this there are just

two things to do—make good grades and get good prices. "Chicago grades" are a dead duck in the pit.

It isn't only oak, but the prices asked for gum, cottonwood and ash down here are about the same as we have been delivering the goods for in wagonload lots in Chicago for the last three months.

Get busy with yourself and watch things closely in the yard. Carefully inspect the tally sheets and don't let any shipments go out with short tallies. That scheme has always been a sucker trick and we have got two or three inspectors who seem to think it smart to turn in short count. It won't do; business nowadays has to be done on the level.

I haven't bought lumber enough to even make a dent in my balance in the bank, and don't know as I am going to be able to buy any.

Hope you and your mother are well, and that the cook is still holding down her job.

Your affectionate Father.

P. S.—Mark up the price of oak \$5 a thousand. If prospects of money making in the hardwood game don't improve, it will be wise for you to make good with the Frisco heiress.



# Points Concerning Selection of Timber and Lumber.

[Note: The following address was delivered on the 12th of April at the Engineering Society of the University of California by Charles W. Manning, the well known foreman and expert on wood at the New York City. While many of the interesting details recorded by Mr. Manning do not refer to hardwoods specifically, the article contains so much of general interest, especially to beginners in the lumber business, that the *Hardwood Record* deems that it is rendering readers a service by printing it.—EDITOR.]

I have the honor of presenting to you a subject which I believe you will not find in any text book, and about which only men of long experience can properly teach you. There is so much to be said of interest and great use to you that I hardly know where to begin, and trust you will pardon me if I wander a little in my descriptions. I wish to present to you, in detail, many things that lumbermen take for granted. It is unnecessary for me to tell you the botanical names of the trees, their origin, or give you a scientific description of forestry; I want to instruct you in the practical uses of manufactured lumber, how to use, where to use, kinds to use, where to procure and how to order.

The timber and lumber industry is the second in the world in volume and value, and its products enter into almost every commodity and enterprise. The conditions are such and so many are interested in it that it is impossible to form a monopoly or trust; so in seeking material, you will always find an open market, and should you find the particular kind of stock you are looking for in the hands of only a few, and apparently at a fixed price, you can generally find a substitute and perhaps one easier to procure and at a less price. I will try to advise you of a few points I have picked up and lessons I have learned from observation and an experience of thirty years of active life in this business. It is not possible for any one man in his lifetime to master the lumber business. It is one of the most interesting and fascinating pursuits and few are willing to retire, nearly all lumbermen dying in the harness.

The lumber business is founded largely on confidence between buyer and seller, wholesalers especially rarely ever seeing the stock that is furnished, most of it being sold on representation. The grades are so well defined by experienced lumbermen that one in the business can imagine he can see the stock he is to receive. For this reason, he should, as far as possible, deal with only responsible parties of experience.

I could take so long to give you a brief description of all the grades of lumber relative to lumber, so I will confine myself to white pine, rightly called the "King of the Woods."

This is found in Michigan, Wisconsin, Minnesota, California, Oregon, Pennsylvania, North Carolina, Tennessee, Maine, West Vir-

gin, and Canada. Two kinds are found in California, viz., sugar pine and California white pine, the former being soft and resembling the Michigan cork pine of years ago. The white pine of California is harder and has more the texture of the white pine which grows farther south. The white pine in North Carolina and Tennessee does not attain a large growth and but very little of the higher grades of lumber are found in it. It runs mostly to a small, sound-knotted timber, and largely sap. The Canada timber, while large, is apt to be shaky.

Thirty or forty years ago millmen going into the forests were wasteful, only taking the largest trees and butt logs. Because of the great demand and the scarcity of pine, they are now going over these same lands the second and third time, and for that reason much poorer lumber is produced.

Formerly, nearly all of the logging was done in winter, camps being formed in the early fall, trees felled, cut into logs and skidded into large piles ready for the snow and ice, when teams could haul them to the floatable streams and lakes. On the approach of spring and the breaking up of the ice, the logs were rolled into streams and while the freshet was on were driven to the mills by experienced log drivers. If there was a favorable season large stocks were put in, but in an open winter a large quantity of the logs had to be left in the woods, and if unpeeled they were practically destroyed by the worms and very often by forest fires. It used to be considered an advantage to have the logs lie in the water during the summer months, as it was claimed that the lumber dried quicker, was lighter, and the water neutralized the sap and pitch, and it was certain that the worms would not work in the logs as long as they were in the stream.

The growth of the country and the increasing demand for stocks of all grades, made it necessary to find some other method of logging that would run the mills the year round; so some enterprising lumbermen built railroads into the timber lands, and by this method were enabled to cut and transport the logs to the mill in all months of the year. As the expense of constructing the railroads was great, it became necessary to almost clear the land of all stock that could be used, so that more inferior lumber has been cut in the last fifteen years, and they are now taking out everything that will make any kind of merchantable stock. It has its advantages, in that no logs are left to be destroyed by the worms, the risk by fire is very slight and less capital is locked up in the transaction. Now modern machinery and dry kilns prepare the stock, from the stump, for shipment within thirty days.

When logging was done in the winter, many of the trees were put in full length,

from 40 feet to 75 feet long, and floated down to the mill that way. These were held, by themselves, in pockets in the pond, for the purpose of cutting out special bill timber when ordered, so at that time it was possible to get large and long timber of the very best quality from a great many mills. When logging by railroads was instituted it was not found practicable to build cars to transport such long timber, so they are now built of a standard size, to carry logs 10 feet to 16 feet, the bulk of the logs being cut 16 feet.

Since these improved methods were instituted, our accessible forests have become nearly denuded, making our white pine scarce and high priced, and consumers everywhere are looking for substitutes, the principal ones being whitewood, cypress, southern pine, Oregon and Washington fir, redwood, spruce and hemlock.

No longer than thirty years ago, nearly all bridges, culverts, trestles, superstructures, warehouses, docks, large buildings, floors, and, in fact, all construction work requiring lumber, were made largely of white pine, and it was about the only finishing lumber used in all parts of the country. Since so many of the other woods growing nearer the point of consumption, have been substituted for white pine, its use has been largely confined to finishing, pattern making, box making, fencing, house trimming, ship decking, spars, and construction work, when near the source of supply.

White pine swells and shrinks less than any other wood, with the exception of mahogany and cherry, and for purposes where it is not practicable to confine the wood by means of nails, screws, bolts, etc., and it will stay in its place under almost every condition. It warps and twists but little, and in that respect has no substitute.

Up to within twenty-five or thirty years ago all of the large mills carried in stock long timber, for cutting out almost all sizes of bill stock from 4 inches by 4 inches to 16 inches by 16 inches, 12 feet to 40 feet long; but very few mills today are able to furnish timber of specially large size, little of it being carried in stock. Since logging by railroads the standard lengths are 10 feet to 16 feet (largely 16 feet), some operators putting in a small percentage of 18 feet and 20 feet lengths. When white pine was plentiful and logs were large, the sap part of the wood was largely wasted.

The standard thicknesses of lumber today are 1 to 4 inches, and lengths are from 10 to 16 feet. The thicker stock is cut into the better grades and the poorer or top logs and what we call the low end, is cut into 1-inch lumber for a cheaper class of work. Lumbermen use the terms 4/4, 5/4, 6/4, etc., for 1", 1 1/4", 1 1/2", 2", etc.

Today mills carry very small stocks, as the new method of seasoning with dry kilns, makes it unnecessary to prepare so

much stock in advance of the demand. They used to consider that it took one year to the inch to season stock when piled on the yard in open air.

White pine is graded differently in the different markets. It really is not necessary to give you a detailed description of all of the grades, but I will give an explanation which will be sufficient for your requirements. Lumber cut in Wisconsin and Minnesota is marketed largely in Kansas, Wisconsin and west of those states and is cut thinner than stock required in the East. Stock cut in Michigan, Pennsylvania and Canada, and the northern part of Wisconsin, is much thicker and runs at least ten percent better in grade than from other localities.

Canadian stock, used largely for the foreign markets, is cut into what is called "deals," which are 3 inches thick and from 9 inches to 20 inches wide. This stock is exported and resawed at destination into such thicknesses less than 3 inches as are required. The remaining portions of the log after cutting the deals is called "sidings" and while nearly clear, are mostly sap wood. These are cut up for domestic use.

Here our grades are as follows:

The best grade is known as "uppers," which are generally cut into thick lumber and are practically perfect, free from sap, shakes, knots and other imperfections, according to the width. The wider the lumber the more imperfections allowed and the narrower the lumber, the better it must be in each grade.

The next grade is "selects," which will admit of some little bright sap, now and then a small pin knot, but must be free from shake, rot and other imperfections.

Then "fine common," which allows considerable clear bright sap or small pin knots and occasionally, in the absence of these defects, a little fine shake.

Then three grades of "cutting up"—Nos. 1, 2 and 3, used largely for manufacturing purposes, for sash, blinds, doors, etc.

Next "dressing and shelving" which is a small, sound knotted board, with clear edges; one that can be used for a thousand and one places where stock is to be painted, such as cornice work and interior finish.

Next "No. 1 barn" which is a board but little poorer than the shelving, with at least one good edge.

Then "No. 2 and No. 3 barn" which are sound, whole boards, with plenty of knots, some little shake and perhaps a split. This is used largely for under flooring, sheathing, fencing and for a variety of purposes where a whole, sound board is wanted.

Last is the grade of "box" which may contain any amount of knots, some little rot, some shake, etc., and is about the lowest grade that is shipped. It is used largely for the manufacture of packing cases.

These grades are subdivided into other

grades by retail lumbermen for the requirements of their customers in their immediate vicinity.

The principal defects in white pine are dote, rot, large black unsound knots, ring shake, wormholes and stained sap.

Dote is the first stage of rot, and is sometimes hard to distinguish in the heart of the wood, and in many places is not a detriment to the uses for which the stock is required, and in its first stages, will hold a nail or screw as well as any other part of the wood.

Rot is very undesirable for almost any use; it weakens the material, will not hold nails, and is very undesirable for construction work.

Ring shake is found largely in the butt logs and runs round and round with the grain of the wood and generally makes it valueless for any finishing lumber or timber, where strength is required.

Wind shake is a fine, small shake and may pervade the whole tree. This is generally found in large, tall trees, where the tops are continually swayed by the wind and the continual motion of the tree separates the grain of the wood; where this defect is very fine, the material can be used in many places for painted work and finishing. It is hard to distinguish this shake in green boards or timber, and it often does not show up until after the lumber is dressed and exposed to the sun or artificial heat.

Stained sap is not a detriment where lumber is to be painted, but looks black and bad where stock is to be left in its natural state.

Wormholes are considered a defect in all grades and are not desirable even in box boards.

Small, hard, red pin knots do not impair the strength of the wood and very often the best of timber will break quicker where it is clear than where the knot is.

Black knots impair the strength of the wood just in proportion to their size. A stock of timber 12x12 with a 2-inch black knot running through it is no stronger than a solid piece of timber 10x12 without the knot.

A knot which can be exposed by the saw lengthwise is generally called a branch knot, and you can see its full length in the board, very often extending clear across on the surface, weakening the board or timber where it occurs, and should be avoided where material is wanted for strength.

A fat or pitchy knot, if perfectly sound, does not impair the strength, and, in fact, the pitch or fat part of the pine will last longer than any other part, as it will not rot or decay by action of the elements as quickly as other parts of the wood.

It is very hard to give an idea of the prices on the different grades and thicknesses of stock. The higher grades and thicker lumber are the most valuable, and as it grades down and stock is thinner commands a less price. The prices of timber are almost always determined by the size, quality and length of time required to furnish, a much

higher price being asked for stock that requires a very quick delivery.

To get considerable stock at the lowest prices and for quickest deliveries, a good many things must be taken into consideration. You must remember that you will never get dry timber. It takes a year to the inch to dry timber in the open air, and with the great demand no millman will keep stock that length of time, losing the interest on his money, and taking chances of his timber checking, splitting and deteriorating. Shipping dry is all you can expect; i. e., the surface dry enough to handle nicely.

When ordering the different lengths of stock, you should bear in mind that stock cut to odd feet or inches is measured the next even foot above; i. e., stock ordered 13 feet by 4 inches will be measured 14 feet. so in making estimates remember this in figuring the contents of timber. The shorter the lengths the less price will be asked, so when you can splice timber it is desirable to do so, if not to the detriment of the structure.

In ordering timber do not use the term "No. 1 stock." That means clear and the best there is. There are occasions when a little of this would be required for some special purpose, like the casings of a water-wheel, or perhaps a few posts that would need to be chamfered or finished for natural wood effects, but the requirements for such stock are few.

Always specify, if possible, for what purpose and where stock is to be used, and the more thorough explanation you can give to an experienced lumberman the more money he can save you. In making orders for different purposes I would suggest that you word them something as follows:

Where exposed to the weather ask for sound square-edged timber, free from sap, rot, shake, loose and unsound knots, dead timber and wormholes.

Where the timber is not exposed to the weather and will nearly always be dry, and only strength for the structure is required, ask for sound square-edged timber, bright or slightly stained sap allowed, not to exceed one-third of the surface of any one side of the timber; sound pin knots admitted, not to exceed 1½ inches in diameter, according to the size of the timber; to be free from all other imperfections.

Where the timber is to be constantly exposed to both wet and dry conditions you might call for sound square-edged timber, free from all sap; sound pin knots no objection.

Where timber is to be constantly wet sound square-edged timber; sap, some fine shake, sound knots, slightly doty timber and wormholes accepted.

Where timber is wanted for bulkheads, sheath piling and to be used simply for a foundation with cement, where it will always be submerged or kept from the air, and used largely for superstructure without regard to strength, then you might ask for sound



specimen of the tree from rot and large unsound knots.

In false-work and temporary construction work, where timber is not used permanently, timber that contains some wane on one or

In specification for timbers over 8x8 it is always well to state that if hearts or pith are to be removed, the same are to be removed from the heart of the log, 8x8, 10x10 or 12x12 out of the log and have the heart or center of the log in the center of the timber. Then the timber can be gotten out of smaller trees much more readily and for less money. But if you should insist upon having it free from the heart center of the tree, you can readily see that it would take a very large tree to produce any size of timber between the center and the outside of the log.

It is always safe to specify that the timbers are to be cut from live, green stock, as a large amount of timber land is burned over every year and this destroys the life of a tree, worms are apt to work in it, and the stock is apt to be soiled. As a general thing, the millman cuts this burnt timber and top and inferior logs into boards, for the rougher grades of work.

If you want regular lumber from 1 inch to 4 inches thick, which is not classed as timber, and is cut 4 inches wide and up to the full width of the tree, then your specifications should be made on the basis of the grades known to the trade and heretofore described. In case of doubt it is well to consult a good, practical lumberman, giving him an idea of where the stock is to be used, for what purpose, and how it is to be put up, whether to be painted or not, etc.

Where possible, use several widths and lengths. When all one width and one length is required, generally an additional price of from \$1 to \$3 per thousand will be charged. White pine boards are cut quite largely to stock sizes, 6, 8, 10 and 12 inches, especially in all of the grades up to "No. 2 cutting up." This and better grades are generally cut into promiscuous widths, as the logs will best make them. Stock will run from fifty to sixty per cent of 16 feet lengths, ten to fifteen per cent of 14 feet, probably twenty-five per cent of 12 feet, and the balance 10 feet and shorter.

Where stock is ordered from a distance, freight rate being twenty cents or more per hundred pounds, you can get the timber dressed or shipped as you can buy it rough. The amount saved in freight by dressing will

When lumber is tongued and grooved or jointed, you should allow one-half inch in the thickness of the stock in calculating the flooring, ceiling, etc., if you have 100 feet of surface to cover with 1-inch boards, dressed, it would be safe to add at least one-fifth and get 120 feet rough measurement, as all lumber is measured in the rough.

specifying a bid on a large job, the safest way is to go to some reliable wholesaler or millman, who has had experience in manufacturing from the stump to the consumer. Give him a list of the sizes and quantity required, explaining to him carefully where the stock is to be used and length of time given for shipment. He will be glad to give you all the information necessary and should it be a class of work which, by the rules of the trade, he could not sell you, he will probably direct you to some good retailer who could procure the stock from the proper source just as you want it.

If a contract calls for a large amount of timber, and special care in selection of stock, it is very necessary that you have a competent inspector to receive same. An ignorant inspector is just as liable to reject the best stock and keep that which is less suitable for the work.

Ample time should be given when ordering stock. On regular market sizes of today, from four to six weeks' time should be given for shipment from the mill. Retail yards carry quite a variety of stock, but in small quantities, and if a large amount is demanded, they would have to send to head quarters for it; if only a few truckloads should be required, it generally can be procured from some small yard in the vicinity on short notice. Timber, or stock which would have to be cut especially for the work required, should be ordered from eight to ten weeks in advance, according to the complications of the order and the amount.

In ordering lumber over 34 ft. long, you

should bear in mind that it will have to be loaded on two cars and freight will be charged on the minimum carrying weight of the two cars, and wherever you can use a quantity, it is advisable to use shorter stock to go with the long stock, so as to make out the two full carloads and lessen the cost of freight.

White pine timber, when first cut, will weigh from 3,500 to 4,000 lbs. to the thousand feet. When fairly well dry, i. e., in good shipping condition, it will weigh about 3,000 pounds. Inch lumber when thoroughly seasoned will weigh about 2,500 pounds to the thousand feet, rough, and from 2,100 to 2,200 when dressed. Kiln dried boards, rough, will weigh about 2,300 pounds to the thousand feet, and dressed from 1,900 to 2,000 pounds. It is not practical to kiln-dry stock over two inches in thickness.

Where work is to be painted, bright or stained sap is no detriment as long as kept well covered with paint, and while protected from the elements will last as long as the heartwood. All knots and pitchy places should be covered with a light coat of shellac before painting, and the first or priming coat on pine should be of good linseed oil, with just enough yellow ochre, or some similar substance, to make a body before the regular paint of lead and zinc is applied.

Before sending out specifications for lumber and timber wanted for construction work, it would be best to ascertain what is the most favorable kind of wood that will answer the purpose, that can be furnished in quantities, and at the least cost of transportation.

## News Miscellany.

### Pittsburg's Prosperous Condition.

Building records in Pittsburg for the year 1905 showed a total of \$16,315,110, as compared with \$17,909,319 in 1904. The falling off was attributed to the high prices of materials somewhat, but chiefly to the fact that few large buildings were erected downtown, there being only one new skyscraper. Warehouse building boomed, but it does not represent as much outlay as the better finished structures, office buildings and costly churches. December made an exceptionally poor showing, having a total of only \$529,937, or only about one-third that of the corresponding month in 1904. In Allegheny the total for the year was \$2,416,827, a gain of \$211,547 over the year 1904.

Estimates of the amount of lumber sold through Pittsburg agencies in the year 1905 place it at 3,000,000,000 feet, valued at \$25 a thousand on an average, or \$75,000,000 worth in all, as compared with 2,400,000,000 feet sold in 1904 for about \$60,000,000. The gain, therefore, in last year's business is estimated at 600,000,000 feet of lumber valued at \$15,000,000, or twenty per cent. This is by far the greatest record Pittsburg ever made in lumber dealing and reflect the greatest credit upon the thirty-three concerns which carry on the wholesale lumber trade. Of these firms about one-third operate mills of their own, while the remainder are wholesalers buying their product from other mills or agencies. The increased traffic the past year makes Pittsburg the third largest lumber distributing center in the world and a fact which is rarely recognized.

Her firms now operate mills in Canada and Nova Scotia, Pennsylvania, Maryland, West Virginia, Kentucky, North Carolina, Georgia, Wisconsin, Minnesota, Michigan, Mississippi, Florida, Louisiana and Tennessee. Higher prices were asked for almost everything in the lumber line during 1905. Lath advanced thirty-three per cent and hardwoods are five per cent higher than one year ago.

W. D. Johnston, president of the American Lumber & Manufacturing Company, furnishes some interesting figures on the local lumber situation. According to Mr. Johnston, the Pittsburg district, comprising Pittsburg and the towns within a radius of seventy-five miles of it, consumes each year 22,000 acres of timber. This equals 100,000 carloads or 150,000,000 feet of lumber, which had a market value of \$45,000,000 last year. This lumber is supplied by the sixty wholesale lumber jobbers who have their office in Pittsburg and goes from them to 120 retailers in the Pittsburg district by whom it is distributed to the users. In 1895 Mr. Johnston estimates that the market consumed 105,000,000 feet of lumber, which was worth \$22,500,000. This same amount in 1905 would have brought \$31,500,000. The total consumption in the district shows a gain of fifty per cent in volume and forty per cent in price. Ten years ago white pine and hemlock represented almost ninety per cent of the lumber used while the past year shows the total of white pine and hemlock to have been only fifty per cent. At the present time, Mr. Johnston says, Pittsburg jobbers have orders on their books fully three or four months

ahead. It is likely that when the spring trade opens up prices on some woods will go even higher than they are at present.

R. G. Dun & Co. say this of the lumber business in Pittsburgh for 1905:

"Extended building operations created a large demand for lumber and 1905 showed up much better than 1904. When the year opened there was a strong feeling in the Northwest and South, where stocks were not heavy. The large consumption used up the major portion of available material and the year closed with stock at the mills very low and prices about twenty per cent higher than twelve months ago. Present demand is unusually good for this season of the year and many wholesalers report the largest volume of business in many years. A healthy sentiment pervades the entire trade and the consensus of opinion is that 1906 will start under very propitious conditions."

With a single exception every building craft in the city is continuing at work despite the fact that many of the wage scales expired Jan. 1. The housesmiths' union, however, inaugurated a strike as the result of their failure to obtain an increase of 5 cents an hour. About 200 workmen are affected. This is the first time in the history of Pittsburgh that so many organizations were satisfied with accepting the prevailing rate of wages and working conditions without submitting a schedule to their employers. The failure of the various unions to notify the master builders that they desire a new agreement is equal to a reaffirmation of the wage scales that have prevailed during 1905, according to the mutual understanding. As it requires three months' notice for the majority of the unions to change their contracts with the employers it is probable that peace in the labor world in Pittsburgh will exist for some time. It is expected that the carpenters and joiners will ask for an increase from 43 cents to 50 cents an hour March 1. The plumbers, tile layers and painters' unions have already signed their scales. W. W. Campbell, secretary of the Pittsburgh Builders' Exchange League, says: "It appears that the skilled workmen in this locality are perfectly satisfied with the situation. I do not anticipate any outbreak in the building industry. The year 1906 promises to surpass the year just closed in activity in our business."

### Kiln Drying of Hardwoods.

From recent literature emanating from the Forest Service of the Department of Agriculture, the following is abstracted, which refers to the investigations now being made by Frederick Dunlap of the office of forest products, in relation to the kiln drying of hardwoods:

Drying is an essential part of the preparation of wood for manufacture. For a long time the only drying process used or known was air drying, or the exposure of wood to the gradual drying influence of the open air. Kiln-drying, which is an artificial method, originated in the effort to improve or shorten the process. By subjecting the wood to a high temperature, or to a draught of heated air, in a confined space or kiln, time is saved and a certain degree of control over the drying conditions is secured.

There are two points in the manufacture of lumber at either of which it may be kiln-dried. With softwoods, for instance, it is a common practice to kiln-dry the lumber at the sawmill before it is shipped. This practice, however, is ill adapted for hardwoods, in which it would produce such checking and warping as would greatly reduce the value of the product. In practice, therefore, hardwoods are more or less thoroughly air dried before being placed in the kiln, where the residue of moisture may be reduced to between three and four percent, which is much lower than is possible by air drying only. Yet another practice obtains in the case of a few woods which give up their moisture very slowly. With these woods, of which cypress is an example, the kiln is resorted to both at

the sawmill and at the factory where they are remanufactured.

Kiln-drying is so important a process that a need is keenly felt for fuller information regarding it, based upon scientific study of the behavior of various kinds of woods at different temperatures and under different mechanical drying devices. In the effort to develop it to the highest efficiency, a variety of methods have been employed, but as yet these methods have not been carefully compared with a view to ascertaining which of them is best adapted to each special requirement of species or of manufacture. The Forest Service has begun a study of the dry-kilns throughout the country, first, to acquaint itself with the methods now in vogue, and second, to map out such improvements of the kiln-drying process as may render it in the highest degree satisfactory and profitable.

Frederick Dunlap of the office of forest products in the Forest Service, who was assigned to this study, has during the past weeks inspected kiln-drying methods in the states of Indiana and Wisconsin and in the city of Chicago. He found manufacturers disposed to aid the study by all means in their power.

In Indiana, a hardwood region, the prevailing method of kiln-drying is based upon the use of steam pipes, which supply the dry heat required in the kiln. The pipes run on the floor of the kiln, and the lumber is placed over them. The radiated heat from the pipes dries the lumber. In Wisconsin softwoods are more widely manufactured and blower kilns are more generally used. In these air is pumped by means of a circular fan through a steam coil and so heated, and then passes on to the chamber in which the lumber is piled. After passing through this chamber, the air is sometimes returned to be reheated and sometimes allowed to escape.

In connection with the further study of kiln-drying processes, attention will be given to the value of the preparatory steaming of wood before the kiln-drying is begun. For this purpose work is planned in cooperation with firms which are interested in experiments to determine the value of steam treatment.

### A Walnut Story.

A farmer appeared in Leavenworth, Kan., recently with two loads of firewood that attracted a great deal of attention—much more than is ordinarily given to wood of no higher value than to be used as fuel. It was remarked that they were the two finest loads of wood that had been brought to the Leavenworth market in years. The farmer vouchsafed the information that he had cut all the wood from one walnut tree which grew on his farm in Salt Creek Valley, and that he had several more loads of like quality ready to market, as well as a number of big trees he intended to cut and work this winter. And he sold this walnut wood for \$4.50 a cord!

Here is a person who evidently does not read the newspapers or he would not be so ignorant of the real value of walnut timber. He little dreams that manufacturers everywhere are buying up all the walnut they can find—stumps, roots, knots, anything—and paying big prices for it. Even old wood that has been in service for years is eagerly snapped up. A Chicago concern recently sent out representatives to scour the country for old walnut fence rails, for which very good prices were offered. Walnut trees have practically disappeared from this section of Kansas. In 1903 Leavenworth county, according to the report of the Kansas Board of Agriculture, had 228 acres of artificial walnut forest, the following year this acreage was cut down to only 61 acres. However, there are doubtless many trees yet standing which would bring from \$800 to \$1,000 apiece if sold to the right parties, exasperating information to the above sleepy farmer.

### Important Sash and Door Combine.

A million dollar corporation was launched at Kansas City recently when the American Sash &

Door Company filed articles of incorporation there. The company will increase its capital stock as soon as other interests for which negotiations are now pending have been acquired. The incorporators are: H. W. Huttig, William Huttig and W. L. Roach of Muscatine, Ia., E. H. Kienzie and Walter Wood of Kansas City, F. J. Moss of St. Joseph, Mo., and C. H. Keith of Kansas City.

The new organization is a consolidation of the Huttig-Moss Manufacturing Company of St. Joseph, Mo., and the Roach & Kienzie Sash & Door Company of Kansas City, two of the newest and most thoroughly equipped plants for the manufacture of this line of material in the country. The affairs of the company will be conducted on the strictest business principles; it was not organized with the idea of controlling or cornering the market, boosting prices or stifling competition, as is so often the case with large organizations.

The main offices of the American Sash & Door Company will be located at the present plant of the Roach & Kienzie Sash & Door Company, Sixteenth and Bellefontaine avenue, Kansas City.

### Annual of Hardwood Manufacturers' Association.

The fourth annual meeting of the Hardwood Manufacturers' Association of the United States will be held at the Galt House, Louisville, Ky., Tuesday and Wednesday, Jan. 16 and 17.

The program arranged for this meeting is as follows:

#### FIRST DAY.

9:30 to 10:30 a. m.—Registration of delegates.

11 a. m.—Meeting called to order.

#### ADDRESS OF WELCOME.

Annual address of president—R. H. Vansant

Report of secretary—J. C. Burchette

Report of treasurer—F. C. Fisher

Report of chief inspector—J. V. Hill

#### RECESS.

2 p. m.

*Paper*—Applied Forestry and Practical Lumbering, Wm. Wilms, of Paepcke-Leicht Lumber Co.

*Paper*—What Should the Association Expect of Its Members, A. J. Gahagan of Loomis & Hart Mfg. Co.

*Paper*—Value of Statistics to the Producer, W. W. Dings, of Garetson-Greason Lumber Co.

*Paper*—Progress of the Lumber Trade Since the Organization of Association Work, J. K. Williams of Williams-Haas Lumber Co.

*Paper*—General Outlook for the Lumber Business in 1906, Otto Lachmund of Bacon-Nolan Hardwood Co.

General discussion.

Appointment of committees.

#### SECOND DAY.

10:30 a. m.

Meeting called to order.

Reports of standing committees.

General discussion.

Reports of committees appointed preceding day.

General business.

#### RECESS.

2 p. m.

Reports of committees.

General business.

Election of officers—President, vice presidents and directors for 1906.

Adjournment.

Meeting of directors immediately after adjournment for election of executive board.

Meeting of executive board immediately after directors' meeting.

President R. H. Vansant, in his invitation to be present at this meeting, says that manufacturers of hardwoods who are not members will be heartily welcomed and be given an opportunity to speak in the general discussions. "Many sub-



of great interest and vast importance to each individual manufacturer will be brought up at this meeting, and we want the benefit of your thoughts and suggestions, so that the action taken will represent the combined intelligence of all present and be acceptable to all manufacturers."

Mr. Vansant states that in view of the large number of acceptances that he has already received, without doubt the meeting will be the largest in numbers that has ever been held, and inasmuch as so many things of importance will come before the organization the meeting will doubtless be of more moment to the hardwood producing fraternity than any ever held in the past.

#### New Concern at Wilmington, N. C.

Work is progressing rapidly on the erection of a plant for the Acme Hardwood Manufacturing Company at Wilmington, N. C., to manufacture wagon material—poles, shafts, tongues, felloes, whiffle trees, rim strips, hubs, etc. The structure, which will be ready for occupancy about the end of January, is a one-story sheet-metal building—30x60 feet in dimensions, with a yard of large capacity and nearly 250 feet of water frontage. Electric power will be used throughout.

The finished product will be shipped to connections already established in Philadelphia, New York and other cities, and some export business will also be handled through the latter port. The company already has orders on hand sufficient to take care of the output for several weeks.

The officers of the company are: W. L. Stagg, president; William C. Thomas, vice president, and O. R. Connor, secretary and treasurer. All are men of practical experience in this line of manufacture, Mr. Stagg having been interested in similar enterprises in Vermont.

The Acme Hardwood Manufacturing Company will maintain an office in the Smith building, Wilmington, and will be in the market for oak, ash and hickory. The abundant supplies of timber in the vicinity of Wilmington and the transportation facilities both by land and water make this an ideal location for such an enterprise, and it will doubtless meet with success.

#### Adding to Membership.

Frank F. Fish, secretary of the National Hardwood Lumber Association, advises that since he issued his last supplement to the association's handbook, Dec. 9 last, he has added twenty-two new members to the association. The list is as follows: Thomas Williams, Jr., & Co., Philadelphia, Pa.; B. A. & J. J. Williams, Philadelphia, Pa.; J. Randall Williams & Co., Philadelphia, Pa.; Philadelphia Hardwood Lumber Company, Philadelphia, Pa.; Jos. P. Dunwoody & Co., Philadelphia, Pa.; Lewis Thompson & Co., Inc., Philadelphia, Pa.; Chas. Este, Philadelphia, Pa.; Henry W. Peabody & Co., New York; Kile & Morgan Company, Providence, R. I.; S. J. Sutherland Company, New Orleans, La.; E. E. Beck Lumber Company, Cincinnati; O. J. Smith, Lakewood, Mich.; Cincinnati Hardwood Lumber Company, Cincinnati; Richey, Halsted & Quick, Cincinnati; Colonial Lumber Company, Cleveland; Central Lumber Company, Cleveland; Chas. S. Elms, New Orleans; Waldstein Lumber Company, St. Louis; Chicago Lumber & Coal Company, Bibbon, Wis.; Greer-Wilkinson Lumber Company, Indianapolis; Grander Lumber Company, Warren, Pa.; Wagner & Angell, Grand Rapids, Mich.

There is a rapidly used record for the work. Secretary Fish is doing for the National association.

#### New Veneer Mill at Louisville.

Plans for a mill have been completed and property has been purchased for the erection of a veneer mill. The cost is \$75,000, on the site of the old mill, at 117 1/2 acres, and

Dumesnil street and Woodland avenue. The property has been purchased from George W. Grant and the purchase price is said to be \$5,525.

Incorporation papers are being prepared for the company, composed of Louisville capitalists and several lumber dealers outside of the city, who have not entered the Louisville trade before. The exact capitalization has not been decided upon; it doubtless will be about \$75,000. The property is west of the Kentucky & Indiana railroad tracks, and a switch will be built to the new plant.

Several of the interested persons are now out of the city, and for this reason the definite plans for the company are being withheld. The corporation will enter all classes of veneer and lumber business. Machinery and equipment for the plant have been purchased and will be installed as soon as the necessary buildings can be erected.

#### Work of the Credit Association.

The Lumbermen's Credit Association, publishers of the well-known Red Book, comprising a special agency for lumbermen, has recently issued a circular covering newspaper comment on many cases of fraudulent operations by swindlers in the lumber business that have been exposed by this association. Undeniably the Red Book publishers have assisted very materially in weeding out the frauds who are constantly attempting to victimize the lumber trade. The association is well equipped to watch the movements of these parasites on the lumber fraternity, and it possesses a very complete record of the principal offenders, their associates, and their methods. Mr. Clancy and his associates are to be congratulated on the good work they have done in the past, and which they are continuing, in both listing the lumber trade with fair and safe credit ratings and also in the detective and protective service they are rendering the trade in keeping it from being swindled by the resourceful crook, who is constantly attempting to make inroads on lumbermen's pocketbooks.

#### Hardwood Dimension Association Meeting.

Edward L. Davis, president of the Hardwood Dimension Association, announces that the next meeting of that organization will be held at the Grand Hotel, Cincinnati, on Wednesday and Thursday, February 21 and 22. At this time the details of the organization will be fully perfected, a complete analysis made of the dimension situation, steps taken to perfect rules governing systems of manufacture and grading of hardwood dimension material and a basis of values established.

More than two hundred producers of hardwood dimension material signify their intentions to join the organization, and without doubt a large proportion of this number will be present at the meeting. It goes without saying that this gathering will inaugurate the most important step ever taken looking toward the betterment of the hardwood dimension business, and it should be impressed upon every producer of this class of stock that he can do himself and his trade no greater service than by participating in the deliberations.

#### Improvements in Maple Flooring Plant.

The John Schroeder Lumber Company, the well-known manufacturer of maple flooring at Milwaukee, is engaged in making improvements in its flooring factory which will double its capacity. During the past year the demands made upon the Schroeder concern for flooring have been very largely in excess of the capacity of its factory.

The Schroeder company has built up an excellent reputation for the character of its flooring product. It uses numerous special processes, not found in any other factory, in seasoning stock and in milling the maple lumber to produce a product that shall be of the best possible quality. Its "Steel Polished Perfection" flooring has won

an individual reputation in all parts of the United States. It is said that the details of the new plant will involve several improved methods not heretofore used either in the old factory or by any of the other flooring makers.

#### Coming Association Meetings.

January 16 and 17—Hardwood Manufacturers' Association of the United States, Galt House, Louisville, Ky.

January 16 and 17—American Forestry Association, Washington, D. C.

January 18—Indiana Hardwood Lumbermen's Association, Grand Hotel, Indianapolis, Ind., at 2 p. m.; banquet, 7:30 p. m.

January 23 and 24, 1906—Southern Lumber Manufacturers' Association, George K. Smith, St. Louis, secretary, at New St. Charles Hotel, New Orleans, La.

January 24, 1906—National Lumber Exporters' Association, New Willard Hotel, Washington, D. C.

February 21 and 22—Hardwood Dimension Association, Grand Hotel, Cincinnati.

March 7 and 8—Fourteenth annual meeting of the National Wholesale Lumber Dealers' Association; place of meeting yet to be decided upon.

May 17 and 18, 1906—National Hardwood Lumber Association, Memphis, Tenn.

#### Annual of Hickory Handle Manufacturers.

The Hickory Handle Manufacturers' Association held its annual meeting at the Southern Hotel, St. Louis, December 21 and 22. Representatives from forty concerns in twenty-five different states were in attendance.

The most important work accomplished at this gathering was the raising of the prices of handles, a step long considered necessary owing to the great scarcity of hickory timber.

The plan which has been under way for the past six months to form a combine of hickory handle manufacturers of the country was also discussed and reports heard from its promoters, whose options expired January 1, 1906. It was decided to extend the options another three months.

At Friday's meeting the election of officers resulted in the selection of the following: C. B. Gates, Louisville, Ky., president; F. M. Peters, New Albany, Ind., and M. R. Grace, Memphis, Tenn., vice presidents; Thomas McCullough, treasurer, and T. R. Clendennin, Atchison, Kan., secretary.

#### Nelse Gladding in a New Role.

N. A. Gladding, the clever secretary and sales manager of E. C. Atkins & Co., Inc., was never known to do anything by halves. Mr. Gladding has been distinguishing himself in the dramatic line of late, and the following clipping from the Indianapolis News of December 28 furnishes new evidence of his versatility:

"Macaire," a melodramatic farce in three acts, by Robert Louis Stevenson and W. E. Henley, was chosen by the dramatic club for its holiday play at the Propyleum last night.

"Mr. Gladding carried the title role with professional ability. He held the center of the stage the greater part of the time and had many long speeches to make as the dashing, romantic brigand. At no time did he weaken the part by forgetting his lines or striking a false note. His facial expressions and gestures and his costume made his work stand out as one of the best portrayals the club has enjoyed."

#### Canadian Timber.

The once dense growths of oak, hickory, basswood, maple, elm, ash and beech trees in the province of Ontario are no longer in existence, having been gradually cut away with the bringing of the land under cultivation. The lumber industry has correspondingly decreased, although it is still one of Ontario's great sources of wealth. The northern part of the province,



where operations are mainly carried on, is still a wilderness. The dense forests consist more largely of pine, spruce, balsam and hemlock than of hardwoods, although there is a scattering growth of birch and maple. The southern part has been devastated extensively, and this section was most prolific of hardwood growth, and rich in variety of species. The north, while not producing a great variety of woods, has forests which cover vast areas and which show a large stand to the acre.

In points of commercial importance and value, white pine stands first among the coniferous products of northern Ontario. Although the quantity remaining is but a small part of what originally grew there, a larger amount of it may be found in this region than anywhere else in America. Spruce is exceedingly abundant, and becomes more plentiful toward the north. After the height of land is crossed, a continuous forest of it is found, which extends to the Hudson bay, probably the most extensive in the world. Ontario spruce is greatly in demand for the manufacture of wood pulp, employed in making paper, textile fabrics and an infinity of other things. The great spruce forests bid fair to be of even more value than the pine growth in adding to the wealth of the province and promoting the lumber industry. So dense are these forests that the trees are prevented from attaining remarkable size, and are consequently sold for wood pulp production chiefly, although in places trees suitable for sawn lumber are found. The thinning out of the growth would of course permit them to increase in size, but the pulpwood industry is coming to the front so rapidly that the very small trees are valuable.

One great advantage of spruce over pine is that it may be planted from the seed and cut within twenty-five years, rendering it possible to produce two crops of spruce to one of pine. The Canadian forests cover such a great area that with this quick developing power they are practically inexhaustible, provided conservative and approved lumbering methods are employed.

#### Brazilian Woods.

Brazil abounds in rich cabinet woods of many varieties, comparatively easy of access. Because of the lack of enterprise among the Brazilians only small quantities have been exported, and little is known of their quality. American capital is gradually becoming interested, and a company with \$5,000,000 capital is now undertaking the exploitation of some of the best sections. By the application of modern milling methods and up-to-date transportation facilities, it will doubtless meet with success. An elevated swinging railroad will carry the logs from the woods to the mills which will be located near or on good roads.

#### Polished Hardwood Floors.

It is an unusual thing to find a modern house which does not have hardwood floors in at least some of the rooms. A fitted carpet is a thing of the past in most homes. Keeping hardwood floors in prime condition is necessary to their cleanliness and beauty. To have them attended to by an expert is an expensive matter, and it is therefore necessary for the majority of people to know something about this process. It is far cheaper in the end to have good materials used upon floors, even though applied by unskilled labor, than it is to employ workmen who will guarantee to do the entire job cheaply, and who will therefore use inferior materials.

If a floor has never been correctly finished and is rough or sticky in places, the only way to treat it is to completely take off the original stain by means of a good solvent, which will soften it and permit it to be rubbed off. A steel wool will best accomplish the removal of every bit of color and will usually leave the floor looking like new wood. Next, a first-class filler should be applied. This will fill up the pores and grain of the wood and induce a

smooth, hard surface. Wax should be applied slowly with a cloth and within a few minutes the floor should be polished by means of a weighted brush, which is far superior to cloth for this purpose in producing a brilliant finish. The wax comes in light or dark, and should be selected with regard to the final result required—a dark or light finish.

If this process be carefully followed and the work done slowly and thoroughly, it will insure a fine looking floor and one which can be easily kept clean; its brightness may be preserved by merely applying wax, and polishing once or twice a year.

#### Miscellaneous Notes.

Guy Baldwin of Bellevue, Ia., recently sold a carload of fine hardwood lumber to the Bellevue Piano Company.

The Oak Lumber Company announces the removal of its principal offices from Los Angeles to San Bernardino, Cal.

The B. & M. Cabinet Manufacturing Company is a new concern at San Francisco, Cal., with a capital stock of \$50,000.

The Miami Lumber & Veneer Company of Dayton, Ohio, announces the increase of its capital from \$50,000 to \$100,000.

E. D. Maxon of Sioux City, S. D., is looking over territory in the vicinity of Vicksburg, Miss., in quest of desirable hardwood timber.

The Osage Handle Company, with a capital of \$2,500, has been organized at Eldon, Mo., by R. S. Harvey, W. E. Harvey and Allen Russell.

Charles Smith of Knowelhurst, N. Y., is filling a big order for fifteen-foot hardwood logs for boat bottoms for Finch, Pruyn & Co. of Glens Falls, N. Y.

The Baltimore Veneer Panel Company, Baltimore, Md., recently purchased a factory site 200x200 feet on which a large building is already being erected.

The new ski factory at Ashland, Wis., is working on a contract for 3,000 skis for a Minneapolis firm. They are made of Norway pine, white oak, black ash, birch or hickory.

The kitchen cabinet factory of Day & Cross at Greencastle, Ind., was totally destroyed by fire recently. Only a small amount of insurance was carried, so that the loss is heavy.

F. W. Greber has disposed of his interests in the Buckeye Handle Company of New Bremen, O., to the other stockholders, and has retired from business on account of poor health.

The Acme Handle Company has been incorporated at St. Louis with a capital of \$15,000. Promoters of the enterprise are William D. Biggers, James E. Duffries and L. I. Blackmer.

The Curtis Bros. Lumber Company of Jamestown, N. Y., has closed a deal with the Florida Lumber Company, Mobile, Ala., for 6,000,000 feet of hardwood lumber. The shipping will begin shortly.

The Saxton Hardwood & Handle Company has been incorporated at Saxton, Pa., by S. B. Stotler, Isaac K. Little, David M. Stotler and Philip A. Barnett, all of Saxton. It is capitalized at \$10,000.

The sawmill plant of the Chanderville Hardwood Lumber Company of Chanderville, Ill., recently destroyed by fire, has been rebuilt and new machinery installed and is now running at full capacity.

The Hanchett Swage Works of Big Rapids, Mich., is preparing a new and complete catalogue of its output of filing room machinery and tools. It is expected to have it in the hands of the trade by the first of February.

P. C. Scott is president; Theodore Lohman, vice president; James H. Duffee, secretary, and S. B. Bradburn, treasurer, of the Paragould Handle Company, recently organized at Little Rock, Ark., with a capital of \$5,000.

Inducements are offered at Washington Court House, Ohio, for the location of a high-class furniture factory. Particulars can be obtained by addressing Frank Bosley of the J. W. Willis

Lumber Company, Washington Court House, Ohio.

Hale & Nevins of Frankfort, Mich., who own timber lands in the vicinity of Chatham, Alger county, expect to start their shingle and sawmill in a few weeks. The mill will have a capacity of about 40,000 feet of lumber a day, exclusive of the shingle output.

The Roddis Lumber & Veneer Company has resumed operations at its Park Falls, Wis., sawmill which has been closed down for the past three months. The company is putting in the largest stock it has ever had at this point and expects to cut eleven million feet this season.

Thomas H. Bradley of Lexington, Ky., purchased all the walnut timber on the Nantura Farm of the late Col. Frank B. Harper in Woodford county, Kentucky. There are 375 trees, from which it is estimated 185,000 feet of lumber will be cut, the best of which will be exported to Germany.

A company composed of eastern and local capitalists has been formed at Jackson, Miss., to deal in lands of all kinds—delta, pine, hardwood, farming, etc. It has unlimited capital and has already purchased 340,000 acres of land. W. W. Simonton will be manager of the office at Jackson.

Frank W. Blake, 303 Citizens' Bank Building, Norfolk, Va., handles a very comprehensive list of hardwoods. Oak, walnut, poplar, ash, hickory, gum, maple, red and white cedar, locust, holly, dogwood and persimmon are among the woods which figure in his great domestic and export business.

The new veneer mill of the Capitol Box Company, Tacoma, Wash., has been completed and is now in operation. The new plant, which was built to replace the one destroyed by fire last August, is a distinct improvement over the old one and will enable the company to take care of its constantly increasing business with facility.

Lester Lee of Birmingham, Ala., formerly with the Louisville & Nashville railroad, has gone into the lumber manufacturing business, having recently erected a mill near Reid's Gap, a few miles north of Birmingham. He will manufacture hardwood lumber, having contracts already which assure him of steady operation for some time.

The Guerrero Lumber Milling & Manufacturing Company, composed of a number of Utah capitalists, owns 384,000 acres of timber land in the state of Guerrero. As described the timber is of most remarkable growth and consists of three kinds of pine and oak, Mexican walnut and red cedar. The trees are immense in size and out of one oak tree 22,000 feet of lumber was sawed. The company now has a traction road, with a steam traction engine in operation for thirty-five miles into the timber. The road connects with the Mexican Central and Rio Balsas and the company is now delivering railroad ties and other timber to the railroad.

The reduction in the bridge and ferry tolls by the fourteen railroads composing the Terminal Association of St. Louis, together with the giving of its companion piece, a through bill of lading to and from St. Louis, took effect Jan. 1. This reduction, which amounts to from twenty-five to seventy-five percent on all freight hitherto subject to toll-taking at this river crossing, had been tentatively proposed some weeks ago by the Terminal Association as a basis of compromise between that organization and the shippers of St. Louis. On lumber the new rate will effect a large saving to local shipping yards. In this commodity there is a reduction of 1½ cents per hundred weight for the river crossing to ½ cent—lowering the tariff, in other words, exactly 1 cent per hundred pounds on all shipments to eastern territory and by as much, of course, on the small shipments hither from the same territory. From southeastern territory to St. Louis the roads have been absorbing the bridge arbitrary now for several years past.



G. W. Carter, who recently established a handle factory at Hickory Nut Gap, near Asheville, N. C., is meeting with most unlooked for success. He operates a small factory, using water power, but turns out exceptionally straight products. He is now working on an order which will try the capacity of his plant for some months.

A Plainfield, Ind., paper states that more timber is being shipped from that vicinity this season than for years. The Indianapolis Veneer Company has expended over \$25,000 and A. Young of Indianapolis representing three companies has purchased \$35,000 worth of timber, mostly oak, during the past few weeks in this territory.

Louis J. Tripp has been selected as the president of the Mesick Manufacturing Company of Cadillac, Mich., organized with a capitalization of \$8,000, to manufacture barrel and keg heading and dimension stock. George F. Williams of Manton is the vice president of the company; Lewis J. Ward is treasurer; J. H. Williams, secretary, and W. S. Williams, director.

Chas. A. Sauer & Co. of Ann Arbor, Mich., have presented to the University of Michigan a set of samples of the various woods they handle. The collection includes twenty-six varieties of woods gathered from all parts of the world, and will be valuable to students of forestry who must become familiar with the structure and characteristics of the different woods.

The Reeves-Powell Company, Ltd., Oscar Gartner and Hugo Forchheimer are prominent in a movement for the organization of a New Orleans Exporters' Club. A meeting for this purpose was held in the committee rooms of the Hibernia Bank & Trust Company building on Jan. 3. Without doubt much good will redound to the New Orleans export trade from this organization.

Crystal Falls, Mich., is to be the scene of a new saw mill venture. Philip Campbell and Ray Kimball have purchased a portable mill and will soon start at work cutting up some timber which Mr. Kimball owns. The gentlemen have secured some timber lands and are having logs put into the river for them now. They have a planer and matcher and will cut lumber for home consumption mainly.

A. C. Felton, Jr., has organized a company, heavily capitalized, to manufacture spools and bobbins at Macon, Ga. He has purchased the business of the Georgia Spool & Bobbin Company at that place, and will make improvements in the plant, increasing the capacity three-fold. Mr. Felton is interested in the Massee & Felton Lumber Company of Macon, which is one of the largest manufacturers of sash, doors and blinds in the South.

Shipments by water from Marinette, Wis., have shown a decided decrease during the past year. This year the total aggregated 66,230,000, while

last year's reached 78,865,000, and the year before 118,700,000. This is accounted for by the fact that the Sawyer-Goodman Company and other large concerns at Marinette are now shipping a considerable proportion of their output by rail. Menominee has also fallen behind its record this year.

The Postal-Telegraph-Cable Company has recently established a camp in Pocahontas county, West Virginia, for cutting and treating chestnut telephone poles. The Forest Service is cooperating with the company in devising successful methods of seasoning and handling. A number of poles will be soaked in water for thirty days to hasten seasoning, while others will be air seasoned without soaking. The value of soaking will be demonstrated by a comparison of the results of the two methods.

The Grafton, Ill., Stave & Heading Company has been operating a large plant for the past three years. To supply the timber for this plant a large force of men is constantly employed cutting and rafting logs on the Illinois and Mississippi rivers. The company manufactures material for flour, salt, sugar, lime and apple barrels. It also operates five other plants located in St. Louis and East St. Louis. J. L. Preston is secretary and treasurer and manager of the plant at Grafton, which is valued at \$25,000.

Capitalists of Boston and other Massachusetts cities are interested in the Cuba Eastern Railroad Company, which will build a line running in a westerly direction from San Pre to San Luis in the La Maya valley, opening up a rich sugar and timber district. This company, which is capitalized at \$3,000,000, now operates a standard gauge line from the United States naval station on Guatanamo bay fifty miles north to Concepcion City, where an affiliated concern, the Cuba Hardwood Company, owns extensive timber lands. It is reported that fully \$5,000,000 will be expended in erecting various kinds of factories along the route of this road, which will be as efficient as any first-class American line, within the next few months.

The new timber-preserving plant of the Atchison, Topeka & Santa Fe Railroad to be located at Somerville, Tex., near Galveston, will be of the most advanced type in the country. In its operation the Rüping process will henceforth be used. Heretofore the Santa Fe and other roads have been treating ties by the various zinc-chloride processes, which have thus far been considerably cheaper, but not as satisfactory otherwise as creosoting. The Rüping process, however, so reduces the amount of oil necessary to be used that the railroads generally have been desirous of using some means of creosoting ties and would probably have done so uniformly if it were not for the expense involved. If the process as used by the Santa Fe shows the results expected the Somerville plant is likely to be duplicated by several railroads.

ters at 738 National Life Building, Chicago. Mr. Cockrell has the best wishes of the **HARDWOOD RECORD** for success in his new enterprise.

Herbert B. Leavitt, president of the Leavitt Lumber Company, sails from New York on Jan. 13 for a trip to Porto Rico and other of the West Indies. He will return via one of the Mexican ports and the city of Mexico. Mr. Leavitt expects to be gone about six weeks.

The Leavitt Lumber Company has leased a dock front on the south branch of the Chicago river at Twenty-second and Ladin streets, 250x600 feet in size, which is a lumber yard site formerly occupied by the Soper Lumber Company. The company will erect on this location a handsome office, bars and a shed for dry kiln stock, which will accommodate 2,000,000 feet. This yard will be operated in addition to its present yard on Centre avenue near Thirty-fifth street.

The Soper Lumber Company has purchased a lumber yard site on Loomis street near Twenty-second, and it is announced that it will soon move to its new location.

The **HARDWOOD RECORD** has been bountifully favored with New Year remembrances. Among recent arrivals at this office are attractive calendars from Samuel H. Shearer & Son, Philadelphia; Leavitt Lumber Company, Chicago; Indiana Sawn Veneer Company, Indianapolis; Brownlee & Co., Detroit; Richey, Halsted & Quick, Cincinnati; Thomas McFarland Lumber Company, Cairo; John Gillespie Lumber Company, Chicago; Standard Hardwood Lumber Company, Buffalo; John M. Woods & Co., East Cambridge, Mass.; Mackie Lumber Company, Piedmont, W. Va.; Gibbs & Hall, Grand Rapids, Mich.; J. S. Goldie, Cadillac, Mich.; Steele & Hibbard, St. Louis; George C. Brown & Co., McMinnville, Tenn.; John Dulweber & Co., Cincinnati. From the W. E. Smith Lumber Company, Memphis, and Russe & Burgess, Memphis, came neat notebooks in leather; from Hobart & Co., Boston, and Frank B. Stone, Chicago, leather bill-books; from the Ingram Lumber Company, Wausau, Wis., a useful brush; from the Nashville Hardwood Flooring Company, a match holder; from J. M. Darnell & Son, Memphis, and from the Tyler Lumber Company, New York, handy and novel memorandum pads to attach to a desk phone.

The **RECORD** had the pleasure of a call on Jan. 2 from H. B. Holroyd of the Forest Service, United States Department of Agriculture. Mr. Holroyd has been making a special study for some months of wagon and agricultural implement woods, his investigation covering forest products which it would be possible to substitute for those now employed. The growing scarcity of hickory, ash and oak makes the work of Mr. Holroyd of special interest to wagon and agricultural implement makers.

J. W. Beecher, the well-known lumberman of Pottsville, Pa., announces in a handsome engraved card, dated Jan. 1, that he has admitted to partnership G. G. Barr, and that in future the business will be conducted under the firm name of Beecher & Barr. The specialties of the firm will be hardwood lumber, mining timber and railroad ties.

The J. Walter Wright Lumber Company of Mountain City, Tenn., announces that A. N. Scutts, who was formerly associated with the John T. Dixon Lumber Company of Elizabethton, Tenn., has become a member of the company and will have charge of the selling end of the business.

W. M. Hopkins of the Theodore Fathauer Company has been away from business some days, at the bedside of his father, who is very ill.

It was not a stratagaphic disturbance that occurred throughout the East a few days ago, but it just happened on account of Lewis Doster's stepping off the gang plank of a trans-Atlantic steamer upon the solid rock of Manhattan. Lewie went abroad some months ago for a combined business and pleasure trip, but

## Hardwood News.

By **HARDWOOD RECORD** Special Correspondents.)

### Chicago.

The **RECORD** office was honored a few days ago with a call from H. E. Bacon, treasurer and manager of the Bacon-Nolan Hardwood Company of Memphis and from C. R. Lamb, secretary and treasurer of the Lamb Hardwood Lumber Company of Madison, Wis.

H. C. Jackson, formerly salesmanager of the Michigan Maple Company, and more lately associated with the Thomas Wilce Company, has just retired from the latter employment, but expects very soon to be again in the harness.

It is announced that the **HARDWOOD RECORD** announces the death of Frank G. Raible, advertising manager of E. C. Atkins & Co., Inc., at Indianapolis, who died Dec. 16, 1905. Mr. Raible was a very able and conscientious advertising man and will be sadly missed by the great

new manufacturing house whose business he so faithfully handled.

"Wagstaff, Lumber, Oshkosh," was in Chicago last week. He reports the advance sales of Wisconsin hardwoods at the present time greater than ever before in the history of the trade, and prophesies increased values for northern hardwood products.

George G. Roberts is the new manager of the hardwood department of the Robert H. Jenks Lumber Company of Cleveland. He is a hustler from away back, and has made a great record for the company's hardwood department since he took charge of it.

Frank B. Cockrell, for a long time salesman with the Ward Lumber Company of this city, has retired from that employment and entered the common-sense lumber business with headquarters



from the meager advices that have been received by his friends it is understood that he has spent most of his time in a hospital at Liverpool. Those Liverpool nurses must be a very attractive bunch.

J. W. Thompson, the popular hardwood man of Memphis, is housed at the Annex for a few days. Mr. Thompson has a very considerable trade in the Chicago market and both he and his lumber are prime favorites here.

S. P. C. Hostler of 314 Giddings street, Chicago, who has represented the Advance Lumber Company of Cleveland here for many years, will not only handle the product of this house during 1906, but will also sell the output of several of the allied sawmills of that company as well as of some outside concerns.

Henry C. Christy, president of the Advance Lumber Company of Cleveland, has been obliged to take a vacation from business on account of ill health, and is now at Hot Springs, Ark.

The writer has a letter from Jerome H. Sheep, vicegerent snark for the eastern district of Pennsylvania, announcing a Hoo-Hoo concatenation at the Lumbermen's Exchange of Philadelphia, Saturday, Jan. 13, commencing at 4:30 p. m., to be followed by a dinner at the Euse restaurant. After the dinner an on-the-roof session will be pulled off. It goes without saying that a Philadelphia concatenation under any circumstances is worth while, and this one promises to be a show that no lumberman who can possibly get to Philadelphia should miss.

The Johnson & Knox Lumber Company, a hardwood house with general offices in the Chamber of Commerce building, this city, was forced into involuntary bankruptcy on Saturday, Jan. 6, incident to suits for a considerable sum being filed against it by the Michigan Maple Company and the Chicago Lumber & Coal Company. This house has been in business for several years and was originally the W. S. Johnson Lumber Company. Something over a year ago Reuben Knox became identified with the corporation, but he retired from it about six months ago. The statement of assets and liabilities has not yet been issued. It has been known for some time that the Johnson & Knox Lumber Company was in financial straits, but it was hoped that the concern would be able to pull through. Mr. Johnson has long been identified with the hardwood trade, and has the sympathy of many friends in his embarrassment.

### Boston.

W. R. Chester of W. R. Chester Company, one of the best known lumber dealers in Boston, has returned from a trip to Colorado. He was absent about a month.

Wendell F. Brown of Wendell F. Brown & Co. has returned from a trip to the Pacific coast.

William E. Litchfield, the hardwood expert, returned about Christmas from a business trip to Ohio and Indiana.

The firm of Wellman, Hall & Co., 53 State street, has been dissolved and the Hall Lumber Company has been organized. The latter company is composed of Morris A. Hall and J. R. Hall. This company has taken a suite of offices in the Employers' Liability building, corner of Broad and Water streets. J. M. W. Hall of the old firm has an office with the Hall Lumber Company and is attending to the affairs of the Machines Lumber Company.

Edward Moffat has become associated with the Curtis & Pope Lumber Company.

Pope & Cottle of Chelsea have opened an office in Revere, Mass. They found this step necessary in order to take care of their increasing business.

Mr. Walker of James Walker & Co., Bangor, Me., was in Boston recently.

Samuel Wade Spofford, treasurer of the J. P. Paul Lumber Company, died recently at the Hotel Canterbury, Boston, after an illness of about three weeks. Mr. Spofford was well known in lumber circles. He owned a large farm in Stough-

ton, Mass., where he lived the greater part of the year. He is survived by a widow. The funeral was held from the home of his brother-in-law and business associate, W. M. Pann.

The Smith mill in Milford, N. H., has been destroyed by fire with a total loss to building and stock. The factory was used for the manufacture of window sash.

The Jamaica Lumber Company has purchased 250 acres of standing spruce, hemlock and hardwood near Winhall Station, Vt.

Work will soon begin on the addition to the wood turning plant of E. B. Estes & Son, Hancock.

The W. A. Fuller Lumber Company of Leominster, Mass., will open a lumber yard in Fitchburg, Mass., in the spring. This company recently completed one of the finest lumber sheds in the East.

Ballou & McColley have purchased the lumber business of the late Henry M. Raymond of Winchendon, Mass.

F. H. Osterhaus, superintendent of the Colonial Mill & Lumber Company of South Norwalk, Conn., has severed his connection with this company.

C. M. Williams of Norwalk, Conn., is contemplating the erection of a large general wood turning plant.

Hotchkiss Bros. & Co. of Torrington, Conn., have purchased a tract of timber comprising about 3,000 acres in New Hampshire.

The Veneer Box & Panel Company is erecting a large mill in Greenville, Me. A concrete power house will also be erected.

### New York.

The New York Lumber Trade Association has just secured from the New York Fire Insurance Exchange a reduction in insurance rates as follows: On softwoods, from \$1 to 80 cents; on hardwoods, mahogany, logs and staves, from 60 cents to 45 cents. This action results largely from the work of a special committee which compiled figures showing that during the past ten years the trade had received in the payment of fire losses only fourteen per cent of the total premiums. These rates mean a saving of about twenty per cent to the local dealers.

January 11 the Interstate Commerce Commission will hear the arguments in the case of the National Wholesale Lumber Dealers' Association against the various trunk line railroads which seek to compel the former to furnish their car stakes and equipment. W. W. Ross, late counsel for the Lackawanna, will represent the association.

John T. Dixon, the hardwood manufacturer of Elizabethton, Tenn., and a principal in the firm of Dixon & Dewey, this city, was a recent visitor. Harlow S. Dixon, his son, was lately married to Miss Sophia Hunter of Elizabethton.

The following new lumber corporations have entered the local field:

Holcomb & Caskey Lumber Company. Capital, \$50,000. Incorporators: Richard E. Holcomb, Flushing; Clayton R. Caskey, White Plains; George W. Henderson, Halifax, Nova Scotia.

H. W. Ehriches, Incorporated. Capital, \$250,000. Directors: C. Schriber, Brooklyn; F. L. Arnold, Orange, N. J., and B. Van Buskirk, Hackensack, N. J.

John H. Boynton & Clark Company. Capital, \$10,000. Directors: J. H. Boynton, Passaic, N. J.; G. B. Clark and H. W. Clark, New York.

Suami Lumber Company of the United States. Capital, \$100,000. Directors: Charles Johnson, Alexander Berg and F. N. Whitney, New York.

Charles F. Fischer Lumber Company. Capital, \$80,000. Directors: W. K. Fisher, John King and C. B. Reid, New York.

Semon, Bache & Co., exporters, announce a removal to West and Hubert streets, where they will continue to represent J. Bach of Hamburg, Germany.

H. A. Singer, 92 St. Nicholas avenue, Manhattan, who represents the American Hardwood

Lumber Company of St. Louis, has returned from a trip to mill points in Pennsylvania, Ohio and Indiana, and reports conditions strong and promising.

The big annual turnout of the New York Lumber Trade Association will occur at the Waldorf, Jan. 23. The Westchester county dealers will feast at the Astor on the 24th.

The Hubbell Hardwood Door Company has been organized at New Rochelle, N. Y., with a capital of \$20,000, by H. M. Hubbell, Derby, Conn.; Frank A. Bennett, Mount Vernon, N. Y., and Louis V. Ensinger, New Rochelle, N. Y.

### Baltimore.

An effort will be made by the members of the Concatenated Order of Hoo-Hoo in this city to bring the national meeting to Baltimore next year. The movement will probably receive formal sanction at the concatenation called to take place at the Merchants' Club on Jan. 11. This event, it is thought, will bring together practically the full membership, and George E. Waters, the new head of the local body, has planned a very interesting meeting.

The lumber yard at Canton and Falls avenue, formerly occupied by Wilson & Hunting, and which was owned by E. B. Hunting, has been sold to W. Louis Rowe & Co., who will make their headquarters there. The purchase gives this firm additional facilities of which they have stood much in need.

Information was received here from Bluefields, W. Va., that the large dry kilns of the W. M. Ritter Lumber Company at Panther burned to the ground last Friday, some 4,000,000 feet of dressed hardwoods being also destroyed. The damage is placed at \$100,000, offset in part only by insurance. The company, which has its principal offices at Columbus, O., will suffer no especial embarrassment on account of the fire, as it owns mills in Virginia, the Carolinas, Tennessee and Georgia. What caused the fire is not known.

All doubt as to the quiet in the export trade, at least as far as this city is concerned, must disappear before the figures given out by the collector of the port, which show that in 1904 there was forwarded from here not less than 50,358,000 feet of lumber, while last year the total of shipments did not exceed 39,240,000. A large portion of this total represents hardwoods, which were greatly affected by the unfavorable conditions abroad.

### Pittsburg.

Hardwood wholesalers are finding a very profitable market this year with the manufacturers of automobiles. The body for the ordinary four or five passenger auto contains as much wood as two or three carriage bodies.

The new operation of the Pennsylvania Lumber Company at Marion, Va., is progressing finely under the direction of Manager F. K. Bradshaw, who was until recently in charge of the company's Pittsburg office. The mill on the plant has been running three years, but it is being taxed to its utmost capacity to take care of the big logs that are being hauled in from the company's new tract adjoining.

The H. R. Walter Lumber Company, Allegheny, is the agent of the International Mahogany Company, which is shipping considerable lumber into this territory from its Cuban and Mexican properties. A yard storage of 2,500,000 feet gives this firm an exceptional advantage in handling dry lumber and its trade is increasing rapidly.

J. C. Linehan of the Linehan Lumber Company is back from a two weeks' tour in the South. He notes that stocks of hardwood are quite a little larger and that the car situation is considerably relieved.

W. E. McMillan is now in full charge again of the Pittsburg office of the McMillan Lumber Company and is pushing things hard to make up for his long absence last year due to his injuries received in the Pennsylvania railroad wreck at Harrisburg.



The Rex Lumber Company, through its president, E. I. Rex, has bought a large site at Boyd and Locust streets in the hill district and will shortly build a box factory there.

J. F. Balsley of the J. I. M. Wilson Lumber Company says that there is a stiff demand for interior work.

A statement from the Cheat River Lumber Company is worthy of mention, namely, that there should be a readjustment of prices for oak timbers. Members of the firm state that the advance in prices in hardwoods has not been proportionate to that in other woods, notably hemlock and yellow pine, and that the market with stocks as low as they are now and the demand increasing steadily would stand better figures for oak, especially. The Cheat River Company has had more orders for good hardwood the last six months than it could fill and is fortifying itself by purchasing some fine timber tracts in West Virginia and Kentucky.

The Diebold Lumber & Manufacturing Company is making a specialty of plain and quartered oak and red birch.

Fred Eaton, a very popular lumber dealer who is manager of the Pleasant Run Lumber Company near Elkins, W. Va., was married January 3 to Miss Jeannette Fuller Boyer of Titusville, Pa.

The S. W. Frazer Lumber & Manufacturing Company of Lynch's Station, Va., is putting out one of the most artistic calendars that has reached Pittsburg offices.

The Empire Lumber Company, which probably handles as much maple flooring as any other concern in Pittsburg, reports prices very firm and that the market would apparently stand an advance of \$1 on maple flooring unless labor troubles occur to stop building.

The demand for good elm for hubs is increasing steadily owing to the fact that the big elm forests in this territory have been rapidly cut down the last few years. Where there were formerly a dozen hub mills there is now but one. The scarcity is shown by the constant advertising to get timber.

J. R. Wheeler & Co. are putting in a new plant at Warfield, Va., on the Seaboard Air line, which will cut about 10,000,000 feet a year.

The Coraopolis Lumber Company has been organized by H. H. Hill, J. W. Heck, C. F. Ross, Frank Pearson and George E. Pearson and proposes to do a general lumber business at Coraopolis, twenty miles below Pittsburg on the Ohio river.

The plant of the Diebold Lumber & Manufacturing Company in Wabash avenue was damaged by fire January 4. The blaze was started in the dry kiln. This building was two stories high and was soon consumed. The flames spread to the store room, where a large quantity of valuable lumber was stored. This, too, was destroyed. The main building of the plant is a brick structure and was saved by hard work.

C. H. Merriman of Burton Station, Ohio, has purchased a large tract of maple and hardwood timber in Portage county forty miles east of Cleveland and will proceed at once to cut off the lumber.

The J. M. Hastings Lumber Company will shortly move one of its mills from Hastings, Forest county, Pa., to a point near Jacksonburg, W. Va., where the company will cut another section of its big timber tract. Mr. Hastings is spending the holidays in Pittsburg, having divided his time the last six months between this city and Nova Scotia, where the immense operations of the Davison Lumber Company are being pushed ahead rapidly.

The freight congestion in the Pittsburg district is very much relieved. Both the Pennsylvania and the Baltimore & Ohio railroads have made strenuous efforts to get a larger supply of cars in motion for the wholesalers and have succeeded in helping them very materially since December 1. It is expected that now the holiday trade

is over and the wheat has been moved there will be more cars on all lines.

The Nicola Brothers Company is inclined to take a very conservative view of the lumber situation just now. E. C. Brainerd, hardwood manager, is not at all alarmed at the present boom in lumber, but thinks that a due amount of caution among the wholesalers may prevent possibly a break in prices or a let-up in demand.

J. B. Flint of Flint, Erving & Stoner has just returned from a trip through Indiana. R. H. Stoner of the same firm has gone to the Northwest on business. This firm made three very large purchases of lumber early in the year 1905, which enabled it to do a land office business the past three months at extremely satisfactory prices.

#### Buffalo.

T. Sullivan & Co. report a fine stock of black ash, which the firm has for a long time made one of its specialties.

The city house-supply business of G. Elias & Bro. is doing much better this winter than was expected. For the last two years the first few weeks of winter were so cold and snowy that building was suspended at once.

The Standard Hardwood Lumber Company is getting some good three-inch elm from Ohio, which appears to sell better than thinner cuts. The company keeps an agent in that state looking after lumber.

The Hugh McLean Lumber Company is getting out a large supply of logs on its new tract in the St. Lawrence district and will make a fine showing in that trade next season. Angus McLean looks after it for the most part.

Scatcherd & Son are making all possible effort to increase both the immediate log supply and the timber holdings in the Memphis district, although the showing is not very large owing to bad weather.

F. W. Vetter, who lately returned from the Southwest, reports much delay in lumbering there on account of rain. The Empire Lumber Company's office here will be kept open through the winter, as it has considerable lumber to dispose of.

O. E. Yeager, who has always made a specialty of poplar, has a supply of extra wide for special customers, some of it running thirty-seven inches. He finds the poplar trade doing very well, with prices likely to advance soon.

I. N. Stewart & Brother are continuing to add walnut to their cherry specialty and somehow know where to find both woods after the trade generally had given them up as regular supplies.

A. Miller is getting some good prices for three-inch basswood, which seems to move more freely than thinner cuts. Additions to the stock of oak, poplar and chestnut are coming up from West Virginia.

Beyer, Knox & Co. are going further south right along for hardwood lumber. Their already good assortment here will be considerably increased from the purchases of Mr. Knox, who is now in the South.

#### Saginaw Valley.

A number of hardwood manufacturers have contracted for large blocks of lumber to be cut. The S. L. Eastman Flooring Company has bought 10,000,000 feet of maple from the Kneeland, Buel & Bigelow Company and Kneeland-Bigelow Company, all of which is to be cut at the mills of the two concerns at Bay City. These two companies have also sold 5,000,000 feet of mixed hardwood lumber yet to be sawed to other parties. The Kneeland-Bigelow Company's mill manufactured 3,123,929 feet of hardwood lumber last year, and at the close of the year had on hand 3,022,796 feet.

The H. M. Loud Sons' Company of Au Sable has purchased the sawmill and 12,000 acres of hardwood timber land in Presque Isle county of Paul Hoefft of Rogers City. The latter will operate the mill this season cutting out a stock of

logs not included in the deal. The consideration is reported to be \$150,000. The timber on the lands is of exceptionally good quality.

A crew of thirty-five men left Bay City Friday for Stearns, Ky., where they are to be employed by a hardwood lumbering concern.

Men are now quite plentiful for work in the woods and \$26 is the average wage. The excellent prices for lumber have given an impetus to logging operations in the northeastern part of the state and the output will be as large as conditions will permit. A great many small lots of logs are being put in by farmers and small jobbers which are either contracted for by large firms or are put on the market, and logs bring a good price and ready sale. Buyers are all the winter scouring the logging district for stock.

The new hardwood sawmill of Cook, Curtis & Miller at Grand Marais began sawing the week before Christmas. It has a fifteen year cut in sight.

A. G. Wall, formerly of Wall & Webber of Saginaw, is looking after the outside operations of the Chicot Lumber Company, a big hardwood concern at Blissville, Ark.

The manufacturers of the valley all report an exceptionally prosperous year just closed and predict more active times for 1906. W. D. Young & Co. manufactured 17,344,355 feet of hardwood last year and have 15,000,000 feet on hand; the firm expects to manufacture as much this year, and is putting in 15,000,000 feet of logs. The Campbell-Brown Lumber Company manufactured 4,248,000 feet, and has 1,800,000 feet on hand; S. F. Derry & Co., 3,775,000 feet, with 1,000,000 feet now on hand. They started their mill at Ocqueoc last Friday and the Millersburg mill begins sawing on Monday. E. C. Hargrave reached a total of 3,100,000 feet last year, and has 1,500,000 feet on hand. The Hargrave mill is being repaired and will start on a winter run in a few days. The Gale Lumber Company at West Branch manufactured 4,725,000 feet of hardwood lumber last year and has 2,849,000 feet on hand; the Ottawa Hardwood Company at East Tawas manufactured 1,000,000 feet and has 225,000 feet on hand; the Richardson Lumber Company, Alpena, 500,000, and F. W. Gilchrist of the same place 6,098,000 feet, with 2,869,000 feet on hand.

#### Grand Rapids.

The Thomas McBride Lumber Company of this city has nearly completed its mill at Wexford. The company has over 4,000,000 feet of hardwood engaged, a large share of which is now skidded in the woods.

Anderson & Swanston of Cadillac have bought the Daniel Dake mill and timber at Wexford and will put in a big stock of logs for next summer's cut. The mill will be rebuilt and operations started in the spring.

The Forestry Commission, is mailing broadcast through the state an attractive brochure, entitled, "The Advance Movement in Michigan Forestry." The publication includes a report of the initial meeting of the association in Grand Rapids, the opinion of prominent Michigan men on the movement and the annual report of Ellibert Roth, state forest warden. The commission invites correspondence and offers assistance to either corporations or individuals who contemplate experimenting in forestry or the planting of large areas of cheap lands to forest trees, having in view commercial results.

The local custom house recently cleared seventy-five mahogany logs for the Stow & Davis Table Company, Nichols & Cox Lumber Company and the Nelson Matter Furniture Company.

The Engel Land & Lumber Company has put in a side track at its new yards in this city and an office building and sheds will be erected in the spring.

The state inheritance tax on the estate of Charles H. Hackley of Muskegon has been fixed upon as \$60,480.19.



The new double band sawmill of the Vilas County Lumber Company, located in Wisconsin, will start operations about the first of April, with daily capacity of 140,000 feet. The company is now cutting logs at three camps; about 20,000,000 feet will be ready for the first year's cut. A planing mill will be built in the spring. The company employs 225 men at present. Its main offices are located in Grand Rapids.

Official announcement is made by the Manistee & Grand Rapids railroad that it has completed its connection with the Ann Arbor road at Marion.

George W. King and Joseph Young have put in a small sawmill near the shore of Lake Michigan in Laketon township, Muskegon county, for cutting the small timber which grows along the lake shore. The hardwood will be sold to Grand Rapids firms for furniture making.

The Northern Lumber Company of Marquette, of which Rush Culver is president and W. F. McKnight of Grand Rapids is secretary and treasurer, will install a modern shingle and tie mill in the spring at Birch, Marquette county. Six months ago Birch was a wilderness and today it has forty buildings and a population of over 300 people.

Mrs. Frances King of Alma has organized a branch of the Michigan Forestry Association in Gratiot county.

The January furniture sales are now on in the Grand Rapids market, with two hundred buyers here. Every section of the country is represented, and the buyers all report prosperous business conditions in their territory, so that they will buy large stocks of goods. Prices in many lines are higher, but notwithstanding the advance, which has been made to cover the increased cost of lumber and other materials and labor, the buying will be liberal. Oak is the king wood in the market, and the Mission styles are more popular than ever. William Birch, who has three factories in London, England, is showing a line of fine upholstered goods. This is the first exhibit ever made here by an English manufacturer.

#### Cleveland.

The Advance Lumber Company is now located in handsome new quarters on the thirteenth floor of the Rockefeller building. This company has just secured two additional large tracts of hardwood timber in West Virginia, consisting largely of poplar and oak, on which it will erect sawmill plants. This purchase will materially increase the large output of the company.

The Worden Lumber & Manufacturing Company, which some time ago purchased the Cleveland stock of hardwoods of the Advance Lumber Company, has just completed the erection of a fine plant for the manufacture of hardwood interior finish. This company takes over the local and retail trade of the Advance Lumber Company, as the latter corporation hereafter will confine itself strictly to the wholesale business.

Frank F. Fish, secretary of the National Hardwood Lumber Association, was in town recently doing a little missionary work. Mr. Fish reports the association in a flourishing condition.

G. C. Roberts, head of the hardwood department of the Robert H. Jenks Lumber Company, has returned from the South, where he has been for the past three weeks.

C. H. Callahan, a Louisville lumberman, is in the city this week.

W. A. Cool has been succeeded by W. A. Cool & Son. W. A. Cool and E. L. French returned the last of the week from a trip to their mill connections in West Virginia.

The annual meeting of the Ohio Retail Lumber Dealers' Association will be held at the Hollenden Hotel, Jan. 16 and 17. A large attendance is expected and a good time is assured.

#### Bristol.

By a fire in the yards and plant of the W. M. Ritter Company at Panther, W. Va., on Jan. 5,

a loss of something over \$100,000 was sustained. The fire was one of the largest that has visited this region in some years. The blaze started in a dry kiln and before the employees' efforts could be felt it had completely enveloped everything in the yard, which was quickly reduced to ashes. Those present worked heroically to save the property. The fire was driven by a heavy wind. Among the lumber burned was 4,000,000 feet of fancy dressed oak and poplar stock. The principal offices of the company are at Columbus, O. Mr. Ritter is now at White Oak, Ga., but will be in Panther next week.

C. G. Watkins is preparing to establish a large sawmill and dry kiln at Danville, Va., for the manufacture of North Carolina yellow pine. The mill will be modern and will have a large daily capacity.

The New River Lumber Company has been organized at Goldsboro, N. C., with an authorized capital stock of \$200,000. Its stockholders and officers are among the leading business men of Goldsboro.

The Pikeville Hardwood Company, which was organized some weeks ago at Pikeville, Ky., will begin the operation of six sawmills near that place in a few days.

James A. Wilkenson last week purchased timber aggregating 2,400 acres, the stock in yards, 2,000,000 feet, and assumed all contracts and obligations, of the Deep Water Lumber Company of Bluefield, W. Va. Mr. Wilkenson has opened a branch office at Bluefield, under the management of P. V. Widner, and will continue manufacturing the stock as the Deep Water Company has done.

William A. Rexford and C. H. Rexford, formerly of Rexford & Collins of this city, are engaging extensively in business near Asheville, N. C., and have just purchased a large amount of fine timber land in Swain county.

The Laurel River railway, between Laureldale, Va., and Mountain City, Tenn., is being constructed by the T. W. Thayer Lumber Company for the purpose of opening up large boundaries of Johnson and Carter county timber land, is about completed and will be put into operation within a short time. The road will supply logs for the T. W. Thayer Lumber Company's large mill at Laureldale, Helena Lumber Company's mill at Damascus, and the Whiting Lumber Company's large new double band mills at Abingdon, Va. The road is about twenty-five miles in length.

Bennett & Witte, well-known hardwood lumber manufacturers of Cincinnati, have established their Tennessee headquarters at Chattanooga, with T. C. Buford as manager. J. A. Porter, of the firm, was in Tennessee on business last week.

Harlow S. Dixon and bride have returned from a bridal tour of three weeks, and Mr. Dixon is again on duty as manager of the John T. Dixon Lumber Company at Elizabethton, Tenn.

A. M. Scutts, for many years a prominent lumberman of this section, has purchased a large interest in the J. Walter Wright Lumber Company at Mountain City, Tenn., and in future will have charge of the sales department. He is an efficient man and very popular.

The MacAllister-Ross Lumber Company is the name of a new North Carolina corporation, with an authorized capital stock of \$100,000. The general offices and headquarters of the company will be at Lillington, N. C. It is backed by some of the most prominent business men in that section, and will doubtless be a paying venture.

The large furniture and lumber manufacturing plant of the Ordway Manufacturing Company, located in South Bristol, and constructed and equipped in 1902, will be sold at public auction Jan. 23, Charles W. Warden and Judge C. J. St. John, trustees. The plant was built

at a cost of about \$100,000 and promoted by Massachusetts capitalists, but recently went into legal insolvency. The local banks and wholesale people are the chief creditors.

E. L. Warren, of the R. E. Wood Lumber Company's operations in Carter county; C. E. Wood, of the company's home office at Baltimore, and W. L. Taylor, private attorney of the company, of Welch, W. Va., met in Bristol last week on important business.

J. H. Bryan, of the Bryan Lumber Company, reports that the export market is in a most desirable attitude. The Bryan Lumber Company is among the heaviest exporters in this region.

George E. Davis, of the Geo. E. Davis Lumber Company, has returned from Philadelphia, where he spent the holidays with friends, and incidentally looked after his company's business interests in the east.

J. W. Wright, of the J. Walter Wright Lumber Company, of Mountain City, Tenn., was in Bristol on important business last week.

Shingles are scarce and high in this region. Of late little attention has been given to the manufacture of shingles and lath, with the above result. Lath is particularly high. A large amount of cypress shingles are being handled by dealers in Bristol particularly.

The Pennsboro Lumber Company, with a capital stock paid in of \$50,000, has been incorporated at Pennsboro, W. Va., and will manufacture and deal in West Virginia lumber.

#### Cincinnati.

M. B. Farrin, president of the M. B. Farrin Lumber Company, will start in two weeks for a trip to the West Indies and South America. He will not return until April.

T. J. Moffett and W. A. Bennett have been appointed to represent the lumber interests at the annual meeting of the Cincinnati Receivers' & Shippers' Association. Nearly every hardwood firm in the city belongs to the association.

The Norton Lumber Company of this city, which was recently granted a charter, has increased its capital stock from \$10,000 to \$25,000. J. H. Norton is president of the concern.

The monthly meeting and dinner of the Cincinnati Lumbermen's Club occurred on Jan. 2. The speakers were Rev. C. F. Goss, A. D. McLeod, W. A. Bennett and Stuart M. Allen.

The building inspector's report shows that for building operations in Cincinnati during 1905 \$3,254,315 more was expended than in 1904. There is no halt in building as yet, wintry weather not having made its appearance, a condition for which hardwood lumbermen are duly thankful.

The forward strides Cincinnati made in the lumber industry last year are indicated by figures prepared by the Chamber of Commerce, which show that 68,804 cars were received by Cincinnati firms, against 61,107 cars the previous year. These figures do not include receipts and shipments by river, which were considerably larger during 1905 than in 1904.

The Belle Center Lumber Company of Belle Center, O., was incorporated the early part of this month to carry on a general hardwood business. The incorporators were Peter Kuntz, C. E. Yoder, E. R. Albaugh, Milton Yoder and J. A. Payne. The capitalization was placed at \$3,000.

The Miami Lumber & Veneer Company of Dayton has increased its capital from \$50,000 to \$100,000.

Another new corporation is the Colima Export Timber Company of Defiance, O., capital \$10,000. The directors are C. B. Howard, E. E. Bryan, H. L. Rose, J. C. Price and F. H. Heywood.

The W. S. Pulse Company, a new concern has acquired additional property for its plant, which will be located in Evanston, a suburb. The company expects to be ready for business by Feb. 1.

The Hume Cooperage Company's plant at Rich-



land, Ky. was sold at auction the latter part of December to Hiram Blow & Co. of Louisville, Ky. The new purchasers announce that unless better freight rates can be obtained at Richmond they will move the plant to Cincinnati. The Hesse company was rated as one of the largest concerns of its kind in the South.

Proceedings in bankruptcy were instituted a fortnight ago against the Borcharding Lumber Company of this city. In the petition filed it was charged that the company is insolvent and that it has admitted in writing its inability to pay its bills and was willing to be adjudged bankrupt. A receiver was also asked for.

#### Chattanooga.

The planing mills of this city are doing an immense business because of the phenomenal building going on here. The building permits issued for the year 1905 amounted to \$1,256,315, as against \$772,259.25 for the year 1904. Local architects claim that they have done \$2,000,000 worth of business during the past year and predict that the total for 1906 will amount to \$3,500,000.

The first lumber concern organized this year is the Zack Taylor Lumber Company, which has applied for a charter to do a general hardwood, pine, building material and box business in this city. Its capital stock is \$30,000 and the privilege is asked to increase this to \$100,000. Z. K. Taylor is president and general manager of the company and Sam Strause, secretary and treasurer. The company has purchased the ground, plant, machinery and holdings of the Chattanooga Boat Oar Company on the Tennessee river, and this plant will be overhauled and supplied with machinery of the latest design. Mr. Taylor has been with the East Tennessee Lumber & Manufacturing Company for a number of years and is a lumberman of wide experience. The Chattanooga Boat Oar Company has decided to remove to a small town near Nashville. The change will be made in the near future.

The Loomis & Hart Manufacturing Company received most of the 2,000,000 feet of logs which came down the river in December. This company has made a special effort to obtain a supply of logs to keep its mill running ten or eleven months each year. The mill will probably not run more than eight or nine months during 1906, as present indications are that it will not be possible to get a supply of logs for a longer run.

The King-Baxter Lumber Company has commenced extensive improvements on its plant here. A large addition is being erected and several new planers and sash and door machines will be installed. As soon as these improvements are completed the company will increase its capacity to 40,000 feet per day.

Bennett & Witte of Cincinnati have established a branch office in this city to cover the field of Tennessee, Georgia, Alabama and North Carolina. T. C. Burford of the Burford Lumber Company, Adairsville, Ga., has been placed in charge of the Chattanooga office.

W. F. B. of Chicago, formerly of the J. M. C. Lumber Company, has just returned from a trip to Europe.

M. M. Erb, vice president of the Case Lumber Company, has returned from a trip to Mississippi and south central points.

J. A. Porter of Bennett & Witte, Cincinnati, was a visitor among local lumbermen recently.

J. M. Stone of the Hardwood Lumber Company of Buffalo, N. Y., greeted local lumbermen recently.

F. M. C. of the J. M. C. Lumber Company is in Cincinnati.

#### St. Louis.

The annual election of officers of the Lumbermen's Exchange of St. Louis was held on Tuesday, Jan. 2, at the exchange rooms in the Security Building. The following officers and directors were elected: President, E. H. Warner; Secretary, F. W. W. L. C. of St. Louis.

Thomas, W. W. Dings, W. A. Bonsack, R. J. O'Reilly, Jack P. Richardson, J. R. Massengale and J. A. Braun. The arbitrators elected were J. L. Benas, G. A. Koerner, J. R. Massengale, F. C. Moore and C. E. Strifer. The directors chose L. M. Burgess secretary and treasurer, he having filled this position with great credit to himself and the exchange for several years past.

Roland F. Krebs, for many years identified with the well-known hardwood firm of Steele & Hibbard, has severed his connection with them and has accepted a position with the Ozark Cooperage Company, in the Frisco Building, as manager of their lumber department. Mr. Krebs will give a good account of himself in his new position.

Thomas W. Fry of the Chas. F. Luehrmann Hardwood Lumber Company has recently returned from a tour among the mills of the company, where he superintended the putting of the plants in shape for operation. The Luehrmann company reports an active demand for hardwoods, especially gum, which is selling readily at improved prices.

A shipment of tupelo gum table legs recently received by Kelly R. Chandler found a ready and eager purchaser in the St. Louis Furniture Workers' Association, the lot being of choice quality.

A branch of the International Hardwood Company has been opened at Mobile, Ala. Two new dry kilns are being installed at the mills of the company in Mississippi.

The plant of the Columbia Box Company, recently burned, is now being rebuilt. The construction is on the slow combustion principle, and will increase the company's capacity considerably.

The Bayou-Chicot Lumber Company has been organized with a capital stock of \$25,000 at Opelousas, La., and will cut from a tract of timber which is the property of the Plummer Lumber Company of St. Louis. The Bayou-Chicot Company will erect a band mill with 25,000 feet capacity daily and expect to be cutting oak and poplar by the first of March, the entire output being taken by the Plummer company.

J. N. Woodbury, until recently lumber sales manager of the Ozark Cooperage Company, has relinquished his connection with that concern, and on Jan. 1 engaged in the wholesale hardwood commission business, with headquarters at 419 Bank of Commerce Building, St. Louis. Mr. Woodbury has had a wide experience in hardwoods, and his enterprise should be a successful one.

#### Nashville.

W. M. Davis, purchasing agent for E. A. Howard & Co. of San Francisco, has been in Nashville for several days and made extensive purchases here. Mr. Davis has formerly been purchasing his lumber west of here, mostly at Memphis. He bought fourteen cars of hardwood flooring and interior finishings on his trip from Nashville dealers and declares that in the future E. A. Howard & Co. will be a regular patron of Nashville mills.

The Monterey Stave & Lumber Company of Monterey, Tenn., has just closed a deal whereby all the timber, lands and machinery of the company have been sold to John W. and George N. Welch for \$30,000. The purchasers will manufacture lumber, staves and headings. The former owners of the plant will go out of business. They have about \$65,000 worth of lumber and staves on hand ready for the market.

W. W. Earthman of Murfreesboro, Rutherford county, Tenn., died recently at the age of 88 years. For a number of years he was senior member of the well-known firm of Earthman & Co. of Nashville, Murfreesboro and Dickson, Tenn. He was the father of the well-known lumbermen, W. B. and I. O. Earthman.

Michael H. Savage of Clarksville, Tenn., has sold to John D. L. Lunsden a 600-acre tract of timber land in Davidson county for \$16,500. Most of it is cedar land and is covered with an

abundance of hardwoods. Mr. Savage bought the land two years ago for \$8,000 and has therefore more than doubled his money.

Considerable damage was done to timber in Dickson county a few days since by a cyclone. The wind covered a path about fifty feet wide and mowed down all timber in the way.

Two popular young business men of Fayetteville, Tenn., have organized the Elk Buggy Company at Griffin, Ga., with a capital stock of \$25,000.

The Robinson-McGill Manufacturing Company has been organized at Shelbyville, Tenn., with a capital stock of \$100,000. The new concern will engage in the manufacture of carriages, buggies and other vehicles, as well as harness. The stock has all been paid in. T. M. Robinson, W. J. McGill, Charles S. Ivie, H. C. Dyer, G. A. Woods and R. W. Clark are interested. Several states will be covered by this company and it will give employment to quite a number of men.

Joseph J. Toms, formerly general agent of the Tennessee Central Railroad Company, has resigned that place to accept a position with the veneering plant of Wm. E. Uptegrove & Bro. of Brooklyn. Mr. Toms has been in the railroad business for about fifteen years.

Federal Park, comprising the Nashville custom house yard, has been greatly improved by the addition of a handsome water oak, the gift of the Centennial Exposition Association. The tree was presented by Captain M. B. Pilcher, representing the association.

W. E. Doolittle, owner of the East Sparta Saw & Planing Mills, has sold to George Crout and Flinn Baker. Mr. Doolittle retired on account of poor health. The purchasers are practical lumbermen. The consideration was about \$7,000.

James G. Cunningham, the well-known lumberman formerly with Lieberman, Loveman & O'Brien, has accepted a position with the T. B. Stone Lumber Company of Cincinnati. He has opened up an office in Nashville.

Preston B. Cunningham, with the Beidler Lumber Company of Chicago, has returned to that city after a pleasant visit to relatives in this city.

The Central Tennessee Coal & Timber Company of Moore county has been granted a charter. The company is capitalized at \$100,000.

Nat Gennett, formerly of Nashville, who has been in the lumber business for several years in South Carolina, was home for the Christmas holidays and spent a pleasant week with relatives and friends.

The Burroughs Lumber Company of McMinnville, Tenn., is expected to move its plant to Nashville in the near future.

The Cumberland Lumber Company has been organized here, those principally interested being C. F. Rhea, S. S. Hull and Charlie Rhea. This concern succeeds the Frank & Jones Company, which goes out of business.

Hamilton Love has returned from New York and has resumed his former duties with Love, Boyd & Co.

J. H. Baskette of the Prewitt-Spurr Manufacturing Company has attracted considerable attention as a member of the city council from the Seventeenth ward by having introduced into the council the measure that requires all wires to be placed underground in Nashville. This city is a network of overhead wires and the ordinance will necessitate the removal of hundreds of thousands of dollars' worth of big cedar posts, which will be snapped up eagerly by local dealers.

There is a good tide in Cumberland river and from now on the lumbermen will have little trouble in getting down their rafts. The Nashville Tie & Cedar Company has just tied up two big rafts of cedar and four of cross ties.

Most of the Nashville lumbermen are planning to go to Louisville, Ky., on Jan. 16 and 17 to attend the annual session of the Hardwood Manufacturers' Association of the United States. A very helpful and interesting meeting is expected.

Nashville carpenters are greatly handicapped in not being able to get building material fast enough, and a move is being engineered to establish a big carpenter mill and custom shop. There are at present two large mill concerns in Nashville that cater to the custom trade and several smaller concerns do a business of about \$25,000 a year each. T. J. Christman, a well-known carpenter and contractor, is working up the organization of the planing mill and carpenter shop. He believes that if the same is not built by Nashville parties outside capital will surely see the situation and take advantage of it.

The Nashville Mantel Company has been organized by several parties interested in the Southern Lumber & Box Company. Charlie Hunt is prominently interested in the new concern.

J. H. Baird and John W. Love leave soon to go as delegates to the Board of Trade Convention to assemble in Washington City. They will represent the Nashville Chamber of Commerce.

### Memphis.

At a meeting held on Jan. 6 at the Gayoso Hotel by the Lumbermen's Club of Memphis the following officers were elected for the ensuing year: W. R. Barksdale of Barksdale, Denton & Co., president; W. S. Darnell of I. M. Darnell & Son Company, first vice president; F. E. Gary of the Baker Lumber Company, second vice president, and George C. Ehemann, secretary and treasurer, the latter being re-elected. Directors chosen were: J. W. Thompson of the J. W. Thompson Lumber Company, Frank Robertson of the Goodlander-Robertson Lumber Company, and R. J. Darnell of R. J. Darnell, Inc., retiring president of the organization. At this meeting it was also decided to have the annual banquet at the Gayoso Hotel on Jan. 13.

Secretary George C. Ehemann's report showed that the Lumbermen's Club of Memphis, which was organized seven years ago with twenty-five members, has increased until it now embraces in its membership sixty-five influential men, representing strong, progressive lumber firms. The organization has become one of the strongest in the United States and, through its working with the railroads and in other directions, it has accomplished a great deal for the benefit of the lumbermen of this city. One of the most important accomplishments of the year just ended was the securing of the ninth annual convention of the National Hardwood Lumber Association, which will be held here, May 17 and 18, 1906. A vote of thanks was given the retiring board of directors for its efficient work.

Thompson & McClure, Randolph Building, this city, have made arrangements for a new yard in North Memphis with about double the capacity of the old one. It is located at the intersection of the Illinois Central and the line of the Union Railway Company (belt), thus giving physical connection with every road entering this city. The company is storing considerable ash on these yards. The S. C. Major Lumber Company will occupy the old yards when the stock of Thompson & McClure has been removed.

The Lumbermen's Club of Memphis, at the last meeting of the old year, presented Secretary George C. Ehemann with a handsome gold watch, chain and fob, the latter set with a large diamond, and both fob and watch handsomely engraved in monogram. W. H. Russe of Russe & Burgess made the presentation speech. In addition to the other presents, Mr. Ehemann received a handsome students' electric lamp which was the subject of rather peculiar remarks from Mr. Russe, as Mr. Ehemann is a single man. The gifts express in some measure the appreciation of the members of the club for the excellent service rendered during the past year by Mr. Ehemann.

S. A. Grobben of Pederson & Grobben, Milwaukee, Wis., manufacturers of sash, doors, blinds and interior finish, is circulating among lumbermen of this city.

At a meeting of prominent manufacturers of cottonwood lumber held here a short time ago it

was the consensus of opinion that there is the greatest shortage in the supply of this wood known in recent years, the deficit compared with average holdings amounting to more than fifty percent.

Max Sondheimer, president of the E. Sondheimer Company, who spent the greater part of the Christmas holidays in Chicago, in company with his family, has returned.

George C. Ehemann of Bennett & Witte, and secretary of the Lumbermen's Club of Memphis, spent the holidays with his mother in Cincinnati, but is now down to business again.

R. M. O'Hara, formerly connected with the Ranger Hardwood Company of Big Creek, Tex., has been employed by James E. Stark & Co., with headquarters in North Memphis.

The Mississippi river is rising somewhat, but there is not enough water to bring out any large quantity of timber. The latter is not cut and ready for flotation and, with the bottoms remaining so wet, the log crop promises to be rather light this season so far as the river mills are concerned.

Russe & Burgess have the largest supply of oak logs in their yards for a number of months and the timber is still coming in.

### Minneapolis.

An important business change is announced, having taken place Jan. 1. A. H. Barnard has bought out the interest of P. W. Strickland in the firm of Barnard & Strickland, wholesalers of hardwood lumber and cooperage in this city, and the firm is dissolved. Mr. Strickland will remain in the lumber business, but his plans are not perfected as yet. The partnership has lasted five years; before that Mr. Barnard was in the hardwood business alone for seven years. Mr. Strickland came here from Apollonia, Wis., where he was associated with Weyerhaeuser & Co., and formed the connection in 1901, which has been harmonious and successful. Mr. Barnard will continue the business along the same lines, dealing largely with the factory trade.

Some idea of the magnitude of Minneapolis building operations can be gained from the comparison of building permits for 1905, representing a total expenditure of \$8,715,094, with previous years. The total for 1904 was \$6,659,375, and the three previous years were in the neighborhood of \$6,000,000. From 1894 to 1900, inclusive, Minneapolis permits did not reach \$4,000,000 in any year. The building season has hardly stopped this year, and a great deal of work is still going on, bringing a demand for all kinds of interior finish during a season which is usually dead in that respect.

Receipts of lumber in Minneapolis for 1905 were 167,312,000 feet; for 1904, 147,676,000 feet. While only a small part of these totals were hardwood, they show the growth of Minneapolis as a market for outside lumber. It has come from every direction, and includes fir, cedar, hemlock, yellow pine and hardwood. The local factories have been using more lumber from distant points since the big advance in white pine prices.

E. Payson Smith of the E. Payson Smith Lumber Company left this week for the South on a business trip of two or three weeks' duration. He will look over stocks in southern Missouri and Tennessee and make an inspection of his own holdings in Alabama. It is quite possible that he will close a bargain for some Alabama timber which he has in view before returning.

The mill of the Buswell Lumber & Manufacturing Company, being built at Buswell, Wis., will be in operation by Jan. 15, according to F. W. Buswell of this city, who is back from a trip of inspection. A crew is at work in the timber getting out logs. The mill will saw white pine, hemlock, birch, basswood, elm, maple and ash, and white cedar posts and poles and tamarack piling will also be turned out.

Asa Paine, Minneapolis agent for the T. Wilco

Company of Chicago, has secured offices in the Lumber Exchange at 200 and 201, moving from the Masonic Temple. Mr. Paine is now handling brick as well as hardwood flooring.

### Louisville.

Louisville is to have a new veneer plant to cost \$75,000. While the names of those constituting the company have not yet been made public, it is understood that a site has been purchased in the western end of the city, which will connect by switch to the K. & I. R. R., and it is said that machinery has already been contracted for to equip the plant, work on which will begin soon.

The International Slack Cooperage Manufacturers' Association will meet at the Galt House in Louisville, Jan. 10 and 11. This association is made up exclusively of manufacturers of slack cooperage stock and differs from the National association in that it does not include dealers. Emil Pott of Cape Girardeau, Mo., is president and Clarence J. DeLaney, Hough, Mo., secretary.

E. M. Overstreet has incorporated the Southern Stave & Lumber Company under a new name, William Glover, formerly a member of this company, withdrew some time ago and his interest was taken over by C. A. Overstreet and E. C. Miller of Franklin, Ind. The corporation will be known as the Southern Lumber Company and have a capital stock of \$25,000. The following are stockholders: Clinton A. Overstreet, Elquist C. Miller of Franklin, Ind., E. M. Overstreet of Louisville and Guy Bolander of Junction City, Ky. The company has been practically out of the stave business for several years, hence the elimination of that part of the name. E. M. Overstreet is the active manager of the business, and has a commodious office in the Keller Building.

J. M. Hodges of Bowling Green, Ky., was a visitor in town this week. Mr. Hodges, formerly a buyer for Cadisch Bros., entered the hardwood business for himself with headquarters at Bowling Green a short time ago and is building up a very fair trade.

Albert R. Kampf reports that the new year is bringing better prices for plain oak, which he says have advanced from one to two dollars over those prevailing at the end of the year. The car material outlook is also good. Inquiries for small dimension stock are frequent, but buyers are still fighting against advances in price so that this business is not as satisfactory as it might be. Poplar is looking good and has scored some advances, but is considered good property to hold even at present prices for the chance that there may be still further advances.

The Kentucky Veneer Works has just unloaded a lot of new quarter-sawed flitches for making quarter-sawed veneer. Mr. McCracken says he is now well stocked up on flitches. Business with the Kentucky Veneer Works is moving along nicely both in sawed stock and rotary cut oak and gum.

Ed Rheubsky, who has been doing a little wholesale hardwood business, with Frank B. Russell as associate, is broadening his operations and expects to do a share of the hardwood commission business in Louisville from now on. He is located at 513 Columbus Building, and is well equipped for the work, being quite familiar with the manufacture and grading of hardwoods.

James S. Callaway of the Callaway Lumber Company says that he has not a single complaint to make of the hardwood business at present. He has had a fair run of business all winter, and the outlook is very encouraging, with the tendency of prices upwards.

### Ashland.

Things are unusually quiet. Mills have all been idle for several weeks, for want of logs, but a rise is reported at the head of the Big Sandy and a log run is expected.

The market continues firm, but shipments are light since the first of the year, as the different



... is taking stock and preparing for the big trade of the early spring.

Everywhere are heard complaints of the scarcity of cars, many firms being unable to fill orders in consequence.

L. E. Hunter, manager of the Keys Planing Mill Company at Graham, Va., spent a few days in town this week in interest of his company.

George L. Carter, Bristol, Tenn.; W. A. Cool, Cleveland; P. A. Gordon and W. O. Hugert, Grand Rapids, were here during the week.

M. W. Thomas of the Thomas Lumber Company, accompanied by his wife, is home after a visit to Knoxville. While away he visited the company's extensive plant at Farmer's, Ky., and found everything in tiptop shape. The mill is running steadily, with a big supply of logs on hand.

E. M. Hampton has returned from a business trip to the East. While away he identified himself with S. F. Minter of New York in a new firm to be known as S. F. Minter & Co. Mr. Hampton will look after the southern interests of the company, with headquarters at Knoxville, and Mr. Minter will represent the eastern interests.

W. R. Vansant is in from an extended trip through Virginia in the interest of his firm.

#### Wausau.

The mill erected during the fall by the Johnson Creek Lumber Company, five miles east of Knowlton station on the C., M. & St. P. Ry., was started in operation last week. The mill was built in a tract of hardwood owned by the company and with what logs can be secured of farmers the company is insured of a ten years' run.

The Quaw Lumber Company's mill at Edgar has been started in operation for the winter and will cut 6,000,000 feet of mixed hardwoods.

The Wheeler, Holmes & Timlin Lumber Company of Wausau is one of the new incorporations lately organized which bids fair to meet with success from the first. L. H. Wheeler has been in the lumber business for years and thoroughly understands it; C. P. Holmes was formerly lumber buyer for the Curtis & Yale Company of Wausau; Frank Timlin was formerly bookkeeper for the C. C. Yawkey Lumber Company, Hazelhurst. The new concern has opened offices and will deal principally in hardwoods.

The new mill recently erected by the Wausau Lumber Company at Rib Falls will be started in operation Feb. 1. It will have a daily capacity of 40,000 feet and will be operated night and day. The company will in the spring erect thirty houses for its employees.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

#### Chicago.

The Chicago jobbing and manufacturing trade, from the volume of business transacted during the last few weeks, scarcely realizes that the usually dull holiday season has come and gone. To make a long story short, trade in all kinds of hardwoods in this market is excellent, and values are advancing.

#### Boston.

The local market does not show any activity and has not for several weeks. Nearby yards are buying only what they need to fill immediate wants. All reports from mill sections both south and west indicate that there will be no lower prices and in some instances an advance is anticipated. Dealers who have been west state that the mills they visited had but comparatively few logs. There are fair offerings from manufacturers but no surplus is reported.

The demand for plain oak has been moderate. Prices of one inch firsts and seconds vary somewhat. One dealer has stock that he can sell at \$4.00 per cord, others are leading at \$4.10 to \$4.20.

C. P. Crosby has opened offices in Rhineclander. For several years he has been doing a wholesale hardwood business and his trade is increasing so that the above move was necessary.

It would be hard to convince any of the men employed by B. F. McMillan of McMillan that he is not a prince of good fellows. Every Christmas he remembers them in a substantial manner. This year each family, twenty in number, was presented with a basket containing a goose and a can of select oysters. The baskets were distributed by Mrs. McMillan, who takes a great interest in her husband's affairs.

The W. D. Connor Company's mill at Laona recently had a narrow escape from being destroyed by fire. As it was the dry kiln containing about \$3,000 worth of hard maple flooring was a total loss. Prompt action on the part of the employees aided by a splendid fire system saved the mill and yards.

Gerald Doyle, Marinette, has started a factory for the manufacture of patent folding wagon boxes, delivery wagons and sleighs.

The I. Stephenson Company, Marinette has just erected at its Wells plant an enormous steel tank for its chemical works.

Work has been started on improvements which will double the capacity of the John Schroeder Lumber Company's plant, Milwaukee. The company announces that it is about to install a new process in the manufacture of flooring, which is as yet a secret.

Initial steps have been taken in a fight which the Western Chair Manufacturers' Association will make against prison-made goods. Members say they will ask for legislation requiring a label "prison-made" on all goods made in prison. Such competition, they claim, is ruinous to their business.

The F. MacKinnon Manufacturing Company, Grand Rapids, has increased its capital stock to \$100,000 and has consolidated with the Grand Rapids Wagon Company and hereafter the business will be carried on on a more extensive scale. Wagon making is the work of the company exclusively. About 1,500 wagons are turned out yearly and the pay roll amounts to \$145,000.

The Nelson Lumber Company, lately moved to Two Rivers from Manitowoc, is completing a new mill and other buildings.

The Two Rivers Woodenware Company, recently reorganized, is completing new dry kilns in place of those destroyed a year ago.

The year just closed has been a banner year in hardwood consumption in Wisconsin. Prices never were more firm and manufacturers have coined money

and will not sell less than this. Offerings are not large. Quartered white oak is decidedly stiffer at \$78 to \$82. Brown ash has been in very good demand. It is quoted at \$52 for one inch stock and offerings are not large. White ash is held at \$50. Maple flooring has sold in a very fair way and is in moderate call now at \$39 for 2 1/4-inch face. There has been some talk of using a substitute for maple flooring, but the majority of dealers have not found that this has been done to any extent. Wisconsin red birch has been in rather quiet demand.

The demand for cypress has been large enough to take off all of the desirable grades offered. There is talk of price cutting, but these reports are not confirmed and dealers discredit them, especially now when an advance is expected. One inch firsts and seconds are held at \$45.50. Whitewood is very firmly held in fair demand considering the general business that this wood has attracted during the past few months. One inch firsts and seconds have the largest call and the volume is only fair in the aggregate.

#### New York.

New Year dawned bright indeed for the lumber trade of the metropolitan district, and its eve marked the close of one of the best years in the history of the trade. The New York market has been bullish and many new price records have been established. Dealers today are wintering less stock than usual. The open and delightful winter thus far is productive of more business than usual, and stocks move freely, which still further depletes holdings and presages an active buying period between now and spring. Not a single big user of hardwoods in this district has a sufficient supply of stock to take care of a few good sized orders for trim, furniture, etc. The activity of wholesale buyers in arranging for 1906 is further evidence of the general belief in the year's prospects. There have been more large contracts made of late than in several years, and hardwood at present prices is a good asset. While 1905 showed an enormous amount of building in all boroughs, it is stated on good authority that 1906 will undoubtedly surpass it, although building during 1905 was almost double that in 1904. These general facts coupled with conditions at supply points, seem to give reason to a prediction for an exceptional year for the New York trade.

#### Baltimore.

While the holidays and the work incidental to the close of the year occasioned a lull in the lumber movement, the quiet has been followed by marked activity, and as far as can be determined now the business will continue in excellent condition. Millmen have everything their own way at present and are in a position to name practically their own terms for good merchantable stuff. The demand for all hardwoods is decidedly spirited, and perhaps more lumber could be sold but for the difficulties attending distribution. The car shortage is still in evidence, and stock deliveries are attended with annoying delay. The weather has so far been favorable to logging and to other operations connected with the manufacture of lumber, and the plants have had comparatively little interruption. Whether this will result in a material increase of the production and help to bring on a measure of congestion remains to be seen. For the present no sign of any undue excess is discernible, and the inquiry is very urgent.

Good dry oak takes the lead in volume of movement. The values that ruled during the latter part of the year are sustained and there is every incentive to expedite manufacturing operations. The local stocks are barely ample to meet the wants of consumers and advance orders are being placed to insure supplies in adequate quantities. Ash is not far behind, being called for in large quantities and at prices which leave large margins of profit. The inquiry for poplar has perhaps less snap than any other wood, though some slight improvement has been noted of late. The foreign market for poplar is hardly more spirited, the quotations here being still high enough to make the price abroad seem far from attractive to the buyers there. The domestic demand for walnut, which received rather pronounced emphasis during the latter part of 1905, apparently still asserts itself, and logs as well as lumber are being brought out in impressive quantities. Many lumbermen were surprised at the extent of the supplies still to be had in the eastern section of the country, but prices have remained firm and logs as well as lumber of good quality continues to command high figures. Mahogany remains relatively cheap, and the quantities of this wood which enter into the manufacture of office fixtures and store furnishings show the popularity of the wood. The foreign export business as a whole does not afford room for much rejoicing.

#### Pittsburg.

A welcome pause is noted in the lumber trade in Greater Pittsburg. It is very much less



marked than usual, however, during the holidays. Retailers are taking stock and are not placing any orders except for immediate use. Salesmen have been staying "in town" mostly for two weeks, but will scatter again by the first of next week.

Generally speaking, everything points to a very satisfactory year ahead. It is hardly expected that the same ratio of gain will be maintained over last year's business which 1905 showed over the trade of 1904, which was twenty percent. Such a gain is rarely made in such a large line of business as the lumber industry and for two consecutive years it would be almost miraculous, especially when last year's sales reached the wonderful total of 3,000,000,000 feet. Dealers look for a good building year and a consequent large demand for hardwoods. Most of those who own sawmills are going to increase their output when spring opens. The experiences of the last year have shown that the present mills are inadequate to take care of the tremendous call for lumber, and local dealers are anxious to reap a larger harvest next year.

There are few price changes to be noted. Everything in hardwoods is firm at prevailing quotations. Oak is a little more plentiful, but the prices still tend upward, especially on quarter-sawn stock. For maple and the other hardwoods dealers report a brisk demand with some higher quotations imminent. Lath is extremely scarce and the demand for high grade shingles is one that cannot be met by Pittsburg firms at present.

The most notable feature of the trade just now is the increased call for hardwood from the factories. All over the central states, particularly in Ohio and Indiana, come more inquiries for dry hardwood, ash, hickory, chestnut, oak, maple and other woods of which the factories have only a limited supply. This call is hard to satisfy now as the stock at the mills is low and much of it green.

#### Buffalo.

The hardwood lumber trade is good for the time of the year and can hardly fail to improve as the season advances, especially if the furniture expositions turn out well. Actual sales are always light at the beginning of the year, on account of the holiday season and the inventories, still the Buffalo hardwood yards have been active right along. There has been a rush for chestnut ever since it was found that it could be made to work in as a substitute for plain oak, till every member of the trade is hunting for it far and wide. The supply is not increasing.

Producers of oak say that they look for an advance, of quartered oak at least, if only on account of the higher price of logs. It is stated by hardwood dealers from the Southwest that logs are coming in slow. In some sections there is so much rain that logging has not been pushed, and as the demand is active the shortage will soon be apparent. Birch is used for quartered oak as much as possible, but the supply is light and oak is not very much affected by it.

Ash still meets with an active demand, white being about fairly plentiful, and black and brown always less than the demand. Prices are fair. The neglect of elm continues, and though some dealers find maple and basswood doing better they are still dragging behind most other hardwoods.

There is a conflict in the report on poplar, consumers and jobbers being afraid that the mills will put it up too high again before long and producers noting that the cut is hung up in many sections by lack of water to move the logs, so that the supply may be very light. Cypress is doing well.

#### Saginaw Valley.

The hardwood trade is much better than usual at this season of the year. A large quantity of

lumber is sold for delivery that is yet in the log and some manufacturers have contracted all they will saw up to the middle of the summer. Indications point to a continuation of the good trade that has been experienced in maple flooring, and the demand for rough maple lumber is in consequence quite good. There is every reason to expect that it will be much better this season than last. Some oak logs are coming here to be manufactured, and a number of local dealers buy oak in small lots all over the state and in other states which is brought here and handled in the trade or sold direct from the purchasing point. Prices are strong for oak. Ash lumber is good property and local stocks are not large. There is also a fair movement in basswood, elm, birch and beech lumber. Stocks in the hands of dealers and manufacturers available for immediate market purposes are low. A large quantity of stock will be manufactured during the winter, but it will not be in shipping condition for some time.

Trade has been greatly hindered by reason of the scarcity of cars, but the congestion is not so pronounced as it was thirty days ago. There has been no snow in the valley to date more than enough to whiten the ground, and thoroughfares are dry and dusty, but up in the logging districts there has been more or less snow the last three weeks and log hauling is in progress, though the swamps are not frozen hard, as the weather has been mild for this latitude. It has been fine weather for sawing and shipping lumber and the conditions governing the industry have never been more favorable.

#### Bristol.

The year is starting out with most favorable conditions and it is expected that the remaining winter months and the early spring will see even better trade conditions, and above all a better supply of stock. The supply has recently been short and it has become more a question of getting the stock than selling it. Lumermen in Bristol and surrounding territory have great faith in the foreign markets, as an evidence of which the export business has almost doubled within a year.

With few exceptions, the mills are all running to their fullest capacity, and so far during the winter little or no delay has been encountered on account of the usually bad weather.

#### Cincinnati.

The year 1906 was brightly inaugurated, so far as the local hardwood market was concerned. The demand since the beginning of the year has displayed improvement as compared with December, the closing days of which produced a lull. Furniture and wagon manufacturers are placing heavy orders, building operations are merrily going on, and the inquiry from foreign sources shows evidence of forthcoming good business. Prices are being firmly maintained on all grades and the prospects of stiff advances before spring are better now than at any time in the last two months. Plain oak and ash in desirable thicknesses continue the best sellers, with quartered oak, cypress and chestnut following closely. Red gum and cottonwood are moving freely. Poplar shows no change. Generally speaking, yards here are not burdened with dry stocks.

#### Chattanooga.

The new year begins with more active demands for lumber than at any time since Jan. 1, 1904. Stocks in the Chattanooga market are light, there being less high-grade lumber in the hands of the mills and dealers than at the beginning of any year since 1895.

Ash is in great demand, but the supply is very limited. There is an active demand for the low grades of poplar, a condition that has not existed before for two years. Most of the mills operating in poplar have had a surplus of low-grade stock for the past eighteen months. Inquiries are now coming in and sales being

made at a rapid rate, and as a consequence prices have materially increased, with indications of further advances during the next two months.

Just now there is an unusual demand for oak, which Chattanooga mills and dealers are unable to supply on account of the scarcity of stock. The time has past when logs are brought to Chattanooga by river for sale after they arrive. The mills have their buyers at work along the Tennessee river and its tributaries, and practically all logs are contracted for, measured and graded before they start down the river. Quite a number of logs, very largely pine and oak, came down in December, probably about 2,000,000 feet, which was a large receipt for the month.

#### St. Louis.

The new year has opened up for the hardwood trade with every sign of encouragement, both as to demand and prices. Of course, the actual business placed the past two weeks has been small compared with that of several weeks earlier. This was to be expected at the closing of one year and the opening of another. But for all that, dealers are well satisfied with prevailing conditions. Receipts are not what they should be, owing to low stocks at producing points and weather conditions, which have not been at all favorable to logging operations. The market for poplar is strong, with plain red oak and ash also in good movement at firm prices. Ash has fared better of late and is in distinctly better price position, too. Cypress sells easily and dry stock is in strong demand at full list prices. One of the leading dealers in this wood has just closed contracts for 9,000,000 feet of dry stock with a number of mills in the cypress belt. Both red and white oak, quartered, are in fair demand at stiff prices. Sales of gum are more numerous and cottonwood is moving in large quantities and at satisfactory prices. Altogether the hardwood market at this point presents a promising outlook at the beginning of the new year.

#### Nashville.

Nashville lumermen generally state that prospects that 1906 will be a prosperous year are very favorable. Quite a scarcity of dry oak, both plain and quartered, is noted just now. Dealers are all busy getting ready for their spring trade. Furniture manufacturers are working on their orders and they are therefore keeping the lumber dealers busy enough. Plain oak is advancing in price and quartered is quoted as very firm. Poplar is improving. Chestnut is out of the market and dealers are unable to get it anywhere at any price. It is said there was never such a demand for chestnut in Nashville as that which has been noted for the past three months. This variety of wood is very popular for interior finishing. It is easier to work than oak and can be put in a house for twenty-five percent less than oak. The building rush continues and hundreds of buildings in Nashville are waiting for shop and mill work, the plants all being behind in their orders.

#### Memphis.

Hardwood lumber conditions here at the beginning of the new year are generally pronounced quite satisfactory. The supply of lumber is light. This applies with equal force to dry lumber and stocks on sticks. Production is still being carried on under very unfavorable weather conditions, with the result that there is a decided curtailment in the output. Thus, from the supply standpoint, it is beginning to look as if manufacturers will have difficulty in getting hold of stock while buyers will be up against a condition which they have not faced for some years. Prices are firm throughout the list. Advances are being made now and then, and some items, notably cottonwood, show a strong upward tendency because of acute scarcity. There is no pressure to sell anything. If a seller cannot get his prices today he feels that



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A gratifying feature is the improvement in the market as indicated by increasing prices. A considerable volume of business in that direction. The inquiries are mostly for thin quarter-sawn white oak, inch and thicker plain white oak, inch and thicker ash and thin firsts and seconds red gum and clear saps. Prices offered from abroad are better than they have been for some time and some of the trade are of opinion that the tide has turned and that the excellent domestic supply is being demanded by a large demand from abroad.

Plain oak continues exceptionally strong and shipments are as large as the limited offerings will allow. Quarter-sawn white oak is improving in tone, though there is no betterment noted in quarter-sawn red, for which the call continues only moderate. Ash is in good demand in all grades and cypress continues a ready seller. Prices on both of these woods are quite satisfactory. There is further improvement noted in the demand for gum and it is beginning to dawn upon buyers that the supply of gum lumber is by no means large. Prices, too, are slightly better. Cottonwood is in urgent request. There are very few box boards to be had and prices received for them are from \$5 to \$7 per thousand above what they were less than six months ago. There is a dearth of wide firsts and seconds and prices on these have enhanced sharply. Common and cull cottonwood, owing to the large box shoo business, is in active demand at higher prices. There is a pronounced scarcity in all grades and everything favors the producer.

Allied industries are in excellent condition and this fact, coupled with the wonderful prosperity now prevailing, the phenomenal amount of business in process, and the scarcity of lumber throughout the South, makes the outlook for the year appear strikingly good to the average lumbermen here, while to some the prospects are more rosy than they have been for a number of years.

#### Kansas City.

While it is too early to predict with certainty what the trade for the spring will be, every thing points to great activity and a steady demand for all kinds and grades of hardwoods. Locally the situation is exceptionally good. Last year was a record breaker in building at Kansas City, but architects and contractors say that present indications point to even greater activity this year. When it comes to the general demand for factory stock, railroad material, etc., the wholesalers give it as their opinion that the activity which characterized the business of the past few months of 1905 will continue for an indefinite period, and that the demand will continue in excess of the supply for prompt delivery for several months.

The price situation is good from the viewpoint of the wholesaler and manufacturer. No year has closed with the markets so generally sustained as did 1905, and contrary to the usual experience the markets grew stronger as the year drew to a close. Prices are firmer now than they

... and the tendency is upward on some kinds of lumber, and there is no sign of approaching weakness on anything in the hardwood line. Plain oak is at a record price, \$40 per thousand having been asked for this stock f. o. b. the mill within the past week. Louisiana cypress has advanced on most items of \$1000 per thousand. The price of Poplar gum and ash all show an upward tendency. All wholesale centers report the greatest firmness all along the line, and it is the opinion of well posted hardwood people here and elsewhere that indications point to further advances in the near future.

ments and ability to handle business promptly has never been more unsatisfactory, and the outlook from the buyer's standpoint is not at all encouraging. The southern mills were handicapped by bad weather for fully eight months of last year. They did not get well started until about August, and from that time have not been able to keep even with orders, let alone pile up a large stock for future consumption. During December, the mills were handicapped by more or less bad weather, and from now on they cannot figure to run with any certainty. Mill stocks in shipping condition amount to practically nothing, and stocks of green lumber are lighter than ever before at this time of year, while with most mills the larger part of the lumber in pile is already contracted for. It is estimated conservatively that mill stocks are thirty percent lighter than a year ago. With the exception of a few of the larger plants, the mills have no logs ahead to speak of and enter the new year in poor shape to handle an active demand. To add to the troubles of the mill men, the car shortage which started in several months ago seems to have grown worse as the year advanced. The railroad companies have been promising that this month there would be an improvement, but up to date this improvement is not apparent, and the hardwood people here look for slow shipments and slow delivery of cars after leaving the mills through January at least, and possibly for the next two or three months. The mills that cut railroad stock are loaded up with orders for months ahead, and some firms have contracted for all the stock they can get out for from six to nine months. No one in the manufacturing end of the business is anxious for more new business at present and the mill men who are abreast of the times and posted on the markets are demanding and getting more for their stock than ever before.

Summing up the situation briefly, there will be no weak spots in the hardwood market during the winter or early spring, and any changes in price in the near future will be in the way of advances. The demand is not going to be fully supplied if the buyers are in a hurry for their stock, and the wise ones will place their orders a long time in advance of their needs. Wholesalers will have all the business they can take care of for the next few months and will have to decline considerable trade, as stocks in the wholesale yards are low and poorly assorted as a rule, and shipments from the mills will be slow for an indefinite period.

#### Minneapolis.

The inventory season is on, and the past two weeks have been a period of comparative quiet. The market has not been as dull as usual during the holidays, however. The factories are beginning the year with light stocks, and most of them have a good line of business in prospect, so they will necessarily be in the market right along. The city trade in flooring holds up well, but there is hardly anything coming from the retail yards outside. They are making inquiries, however, as to prices and stocks of flooring, siding, wagon stock and other yard materials, and will be sending in orders within a month for their spring trade.

Birch seems to be the leading seller, as far as volume of business goes. The upper grades are going fast and are largely taken by manufacturers of interior finish and furniture. An advance in prices is looked for before spring. Low grade stock is taken to some extent still by veneer door makers. Basswood uppers are not active, and the supply is still ample. Basswood culls are stiff in price and not very plentiful, as the box trade is turning from white pine to a large extent and stocking up on this wood, which affords a better grade board for the same price. There is practically no northern oak in the market, and a dealer starting out the other day to buy culls was surprised to find no

is selling well and its principal demand now comes from car shops, where they are short of material for making repairs, and are having considerable trouble to get what they need.

Ash is practically exhausted and what there is left is being held at fancy prices. Refrigerator factories and other users of ash are forced to look for substitutes. Rock elm has been used so extensively of late as a substitute for oak that it is also becoming scarce, but there is a good supply of soft elm in sight.

The recent snow storm is reported to have put the woods in first rate shape for logging, and operators are all busy, being anxious to get their mills in operation soon and take advantage of the scarcity predicted for next spring and summer.

#### Louisville.

In reviewing the hardwood market here it may be said that gum is the most remarkable feature. Strange as it may seem, enormous quantities have been and are being used right along, and yet it continues to drag in price. This may be accounted for in part by the fact that the heavy volume of gum consumed is being used by virtue of its cheapness, especially in the packing box trade and among the furniture factories. But this does not prevent some wonder that gum manufacturers have not taken more pains with their stock and striven to get better prices for it. The use in high-grade gum for face woods is increasing and the scope broadening all the time, but more effort in pushing the wood is necessary. There is need for an awakening among the mill men, especially in the South, who cut a fine quality of gum logs and sell the lumber mill-run for no better prices than can be had for common sap. Box factories will give as much for, and frequently prefer, common sap to mill-run, which gives gum manufacturers an opportunity to get something out of their uppers, an opportunity that is being steadily neglected.

In oak deliveries are a little slow in some lines, because of the difficulty of hauling on country roads and the scarcity of cars. The demand is good and prices have not only increased materially this winter, but the tendency continues upward. The same is true of poplar, while in chestnut the demand easily exceeds the supply.

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Thoroughly posted in manufacturing and grading southern hardwoods, with band mill of at least 15,000 feet daily capacity, to locate on large tract in healthy southern territory. We will contract for a term of years to deliver on cars at mill a minimum of 3,000,000 feet of logs each year; entire balance of operation to be handled by millman. Exceptional opportunity for energetic, up-to-date man. State age, experience, prices wanted and how soon could move.

"BOX 164," care HARDWOOD RECORD.

### LUMBER INSPECTOR

Required by exporter, well up in buying and inspecting lumber and logs—Oak, Poplar, Cottonwood, Walnut and all other Hardwoods—Pitch Pine, N. C. Pine, etc. Must have thorough knowledge of arranging shipments. Apply with particulars in confidence to

"A D.," care HARDWOOD RECORD.

### SALESMAN WANTED

To represent a Cleveland wholesale lumber firm, a good salesman familiar with white pine, hemlock and yellow pine. Address

"SALESMAN," care HARDWOOD RECORD.

### INSPECTOR WANTED.

A competent hardwood lumber inspector to travel on the road. State wages wanted. Address "MORGAN," care HARDWOOD RECORD.

## EMPLOYMENT WANTED

### WANTED—POSITION.

By young man thoroughly acquainted with hardwood business. Experienced in selling and office detail. Best references. Address

C. L. care HARDWOOD RECORD.

### POSITION WANTED.

By young man with wholesale or retail lumber firm. In sales department or for general office work. Address

ALLEN, care HARDWOOD RECORD.

## LUMBER FOR SALE.

### WIDE WALNUT.

For sale 200,000 ft. 4 1/4" and up 12 and 14" wide. One lot 100,000 ft. 12" and up. C. J. FRANK,

2440 N. New Jersey St., Indianapolis, Ind.

### CHERRY FOR SALE.

For sale 100,000 ft. 4 1/4" and up 12 and 14" wide. One lot 100,000 ft. 12" and up. C. J. FRANK,

Battle Creek, Mich.

### WALNUT AND CHERRY FOR SALE.

7 M ft. 4 1/4" Black Walnut lumber.  
5 M ft. 4 1/4" Cherry. All good dry stock.  
BEACH CITY LBR. & MFG. CO., Beach City, O.

### FOR SALE.

Dry Poplar: two cars 4 1/4", 5 1/4" and 6 1/4" strips, largely clear; suitable for planing mill work. 4 to 8 inches wide, mostly 5/4 and 6/4 thick.  
CHARLES F. SHIELDS & CO., Cincinnati, O.

### MY OUTPUT OF OAK

Chair stretchers or dowels for next 12 months is open for contract. Reply, "BOX 407," care HARDWOOD RECORD.

### FENCE POSTS AND TELEPHONE POLES

Yellow Locust, Chestnut and Cedar Posts. Chestnut Poles of all descriptions. Unlimited supply. Prompt service.  
U. S. LUMBER & SUPPLY CO., Berwick, Pa.

### DRY WHITE OAK—POPLAR.

500,000 ft. 1" Log Run Qtd. White Oak.  
100,000 ft. 1" 1st and 2d Poplar.

LOGAN & MAPHET LUMBER CO.,  
Knoxville, Tenn.

### BONE DRY STOCK FOR SALE.

350,000 ft. 4/4 Basswood.  
350,000 ft. 5/4 Basswood.  
350,000 ft. Mill Cull Birch.

THE R. G. PETERS SALT & LBR. CO.,  
Eastlake, Mich.

## LUMBER WANTED

### WALNUT ONLY.

Wanted, Walnut lumber, green or dry, all grades, all thicknesses, log run or on grades. Highest market price paid. Liberal inspection.  
C. J. FRANK,  
2440 N. New Jersey St., Indianapolis, Ind.

### LOCUST LUMBER.

Wanted. 1 1/2" plank, 3" and over wide, 4 ft. and over in length, log run.  
THE PILLIOD LUMBER CO., Swanton, O.

### WANTED.

Large quantities of Seasoned Persimmon Blocks suitable for Golf Club Heads. Also turned Hickory shafts; must be stiff and 45" long. Both for wood and iron clubs. Reply, giving full particulars and prices, to  
"G. C. B.," care HARDWOOD RECORD.

### WANTED.

Plain and Qtd. Oak, Ash, Poplar and Hickory of all thicknesses. We especially want some 1 1/4", 2", 3" and 4" Plain Red and White Oak and 1" Qtd. White Oak. Send list of what you have with best cash prices. Would also like to hear from mills wishing to contract stock for future delivery.  
THE WESTERN HARDWOOD LUMBER CO.,  
Los Angeles, Cal.

### WANTED.

Two or three million feet of 1" Log Run Gum, to be cut immediately for delivery beginning May 1st. Also from same parties, about the same amount of Plain Red and White Oak. Will advance as put in pile and pay cash as shipped. Quote prices F. O. B. cars shipping point, giving rate to New Orleans and Chicago. Address "A. B.," care HARDWOOD RECORD.

### WANTED—HICKORY SQUARES.

1 1/4"x1 3/4"x5 ft. 9 in. long. Must be clear stock. Green or dry.  
BLUFFTON TURNED GOODS CO.,  
Bluffton, Ohio.

### WANTED—TO CONTRACT

For the entire output of mill cutting largely Oak and Chestnut. Want to do business with a straight mill man who is seeking a satisfactory connection. Am in position to make reasonable advances on stock as put in pile. Address "BOX 27," care HARDWOOD RECORD.

### WANTED—WAGON STOCK.

Correspondence solicited from millmen able to furnish stock for wagon stock. Rough Sawed Felloes and Hickory Doubletrees. We are also in the market at all times for Oak Tongues, Bolsters and Reaches.

J. A. BROWNE & CO., INC.,  
No. Manchester, Ind.

### WANTED—HARDWOOD LOGS.

200 M feet 28-inch and up White Oak logs.  
200 M. feet 12-inch and up Walnut logs.  
50 M. feet 12-inch and up Cherry logs.  
C. L. WILLEY,  
Blue Island Av. and Robey St., Chicago.

### OAK.

We are in the market for plain sawed oak, all grades and thicknesses.  
P. G. DODGE & CO., 2116 Lumber St., Chicago.

## MACHINERY WANTED

### WANTED.

To exchange a good sawmill for planer and matcher, and Universal woodworker.  
D. P. DICKSON, Lancaster, Ohio.

### AT ONCE.

If you are in need of machinery—new or second hand—a few lines in this column will place your wants before those who have such goods for sale. For particulars address  
HARDWOOD RECORD, Chicago, Ill.

## TIMBER LANDS FOR SALE

### I OWN AND OFFER FOR SALE.

To actual investors only, about 5,000 acres hardwood timber land, one tract, level ground; estimated to cut 60,000,000 feet of Oak, Ash, Hickory, Gum, etc.; big, tall, straight trees; a mile and a half from railway station and eighty-five miles from Norfolk, Va.; immediately fronting ten miles of navigable river. Unexcelled opportunity. Address  
INVESTMENT, care HARDWOOD RECORD.

### TEXAS TIMBER LANDS FOR SALE.

Hardwood and Pine Lands. Address  
BOX 714, Corsicana, Texas.

### 4,000 ACRES.

Consisting of Oak, Chestnut, Hickory, Poplar, in western North Carolina—1 mile from Railroad. \$8 per acre.  
W. M. PRATT, Marion, North Carolina.

## BUSINESS OPPORTUNITIES

### FOR SALE—SAW MILL.

One circular mill. Capacity 40,000 ft. per day, fully equipped, plenty power, good water, shot gun feed, pneumatic bumpers, oscillating nigger, now sawing Cottonwood lumber. Also 5,000,000 ft. of Cottonwood stumpage and 3/4 million feet 4/4 Cottonwood lumber for sale. Address  
"COTTONWOOD," care HARDWOOD RECORD.

### I AM IN THE MARKET

For a stock Hardwoods, running largely Oak and Chestnut. Would take entire output of mill to secure some of stock sawed to order. A straight mill man desiring some one to handle his cut can make a satisfactory deal. Reasonable advances made on stock as put in pile. Address "CUT," care HARDWOOD RECORD.

### FOR SALE.

Valuable manufacturing property in Chattanooga, Tenn., consisting of factory in active operation manufacturing wood pulleys. This is a rare chance for some one with medium amount of capital to get into a nice, clean, profitable manufacturing business that is now making money. You can't beat it. No trouble to sell output. This factory is turning out the best wood split pulleys on earth. Lumber is plenty and cheap. Chattanooga is the best manufacturing city in the south today. Do not miss this chance to get into an established paying business. Address

WM. FOWLER,  
Care Case Lumber Co., Chattanooga, Tenn.

### FOR SALE.

One Band Saw Mill, 25 M feet per day capacity; complete with edger, trimmer, electric light plant and a fine power. Address  
M. care HARDWOOD RECORD.



## FACTORY LOCATIONS.

We have issued a little booklet on the timber resources of our line and locations for factories, mills, etc. It shows the following openings:

For 7 stove mills, 6 box factories, 14 handle factories, 7 slack barrel plants, 5 hoop mills, 6 furniture factories, 18 hardwood mills, 9 saw mills, 1 lumber yard, 2 hickory mills, 2 hub factories, 2 shingle mills, 1 basket factory, 2 wagon factories, 1 charcoal oven. Write for copy of the booklet.

We can put you in touch with parties controlling timber tracts—oak, gum, ash, hickory, cypress and other hardwoods.

E. W. LABEAUME, G. P. & T. A.,  
Cotton Belt Route, St. Louis, Mo.

## RAILWAY EQUIPMENT

## WANTED.

One locomotive, 36" gauge, 10 to 13 ton.  
WRIGHT-BACHMAN LUMBER CO.,  
Portland, Ark.

## RAILS AND LOCOMOTIVES.

All inquiries for industrial railway equipment listed before "Record" readers will find ready response.

HARDWOOD RECORD, Chicago, Ill.

## MISCELLANEOUS

## FACTS FROM PRACTICAL MEN.

The HARDWOOD RECORD is always in the market for articles on any and every feature of the hardwood industry. It wants practical statements of fact from practical men who know how certain things can be done in the best way. Literary quality not essential. Liberal pay for acceptable articles. Address  
Editor HARDWOOD RECORD.

## NORTHERN WISCONSIN RESOURCES.

Northern Wisconsin offers the finest opportunities for manufacturing and settlement. Fine grazing lands, hardwood timber and splendid soil for the settler; iron ore, clay, marl and kaolin for the manufacturer are awaiting those who seek the opportunity. Transportation facilities are of the best. Interesting booklets, maps, etc., are yours for the asking. W. H. Killen, land and industrial commissioner; Jas. C. Pond, general passenger agent.

WISCONSIN CENTRAL RAILWAY,  
Milwaukee, Wis.

# REGAN PRINTING HOUSE

85 Plymouth Place, CHICAGO



Printers to the Lumber Trade

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## H. D. WIGGIN WHOLESALE HARDWOODS

## SPECIALTIES

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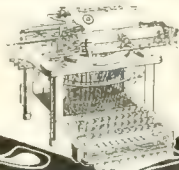
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### New Remington Billing Typewriter

It writes neat, compact, legible bills, with twice the speed of the pen. Adaptable to all billing systems.



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If in the market to buy or sell, write us.

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## We have what you want

THE BEST IS THE CHEAPEST,  
AND WE HAVE THE BEST

The RED BOOK is the recognized AUTHORITY on lumber credits. Published in January and July and covers the UNITED STATES and MONTANA. It contains the names of dealers and manufacturers who purchase in car lots and gives you their financial standing, also indicates their manner of meeting obligations.

The book is devoted exclusively to the line you are interested in and it is not necessary for you to wade through information you are not interested in.

Remember we also have a well organized COLLECTION DEPARTMENT and solicit your business in this line.

## Lumbermen's Credit Association,

Established 1876.

1405 Great Northern Building, Chicago

16 Beaver Street, New York City

(Mention this paper.)

## HARDWOOD TIMBER

There is no section with so fine and large a supply of hardwood timbers of various kinds left for the lumbermen as that portion of the South in Alabama, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee and Virginia served by the lines of the

Southern Railway  
and  
Mobile & Ohio Railroad

There are oak, poplar, hickory, gum, cypress, ash, elm, buckeye, balsam, spruce, chestnut, and other varieties. There are also available pine lands.

These timber resources and many other important features bearing on the cost of manufacture and marketing give special advantages and opportunities for EVERY KIND OF WOOD USING INDUSTRY. We have information about the best locations in the country at towns in these States and in Southern Indiana and Southern Illinois, which will be given if requested. All correspondence in regard to timber lands or factory locations will be given prompt and confidential attention. Address your nearest agent.

M. V. RICHARDS,  
Land and Industrial Agent,  
Washington, D. C.  
CHAS. S. CHASE, Agent,  
622 Chemical Building,  
St. Louis, Mo.  
M. A. HAYS, Agent,  
225 Dearborn Street,  
Chicago, Ill.



## Bliss-Cook Oak Co.

BLISSVILLE, : : : ARKANSAS

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We manufacture 15,000,000 feet of Oak Lumber per year for export and domestic markets. From 1 to 4 inches thick.  
Also Quartered and Plain Polished Oak Flooring, kiln dried, end matched, hollow back.

MILLS AND FLOORING PLANTS AT  
SHULTS AND BLISSVILLE, ARK.

## Wm. E. Litchfield,

Mason Building, : : BOSTON, MASS.

### SPECIALIST IN HARDWOODS

Manufacturers are requested to supply lists of stock for sale.

## Haakwood

## Maple Flooring

The  
Best  
Is  
the  
Cheapest

A trial will convince you that our Flooring with its Perfect Joints and Surface is the most economical to use, easy to handle thoroughly satisfactory. May we quote you

## HAAK LUMBER CO.

Haakwood, Mich.



*The Best of Everything*

Excellent Through Train Service to all points North West and Northwest, via The Chicago & North Western Ry.

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A day's ride from Chicago to San Francisco, daily.

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A day's ride from Chicago to the Head of the Lakes, daily.

Through trains Chicago to Cedar Rapids, Des Moines, Mason City, Sioux City, Council Bluffs, Omaha, the Black Hills, Denver, Salt Lake, San Francisco, Los Angeles, Portland, St. Paul, Minneapolis, Duluth, Superior, Ashland, and the Iron and Copper Country.

W. B. KNISKERN, Passenger Traffic Manager, CHICAGO, ILL.



WALNUT.  
OAK,  
ASH,  
POPLAR.

**GUS. KITZINGER**  
**Michigan Hardwoods**  
By Car or Cargo. Manistee, Mich.

## Locations for Industries

### Erie Railroad System Chicago to New York

The Erie Railroad System's Industrial Department has all the territory traversed by the railroad districted in relation to resources, markets and advantages for manufacturing, and can advise with manufacturers of specific products as to suitable locations, furnishing them with current information of a comprehensive nature, dealing with the project in its full relation to manufacture and commerce.

The Erie is one of the greatest of trunk lines. Its own rails connect the two largest cities of America. Every section of the System has its particular merits. It has great general and coal, oil and natural gas resources.

It is important in this age of modern facilities for manufacturers to locate where they can obtain side tracks so as to receive from and ship directly into cars at the factory. Information can be promptly furnished in this connection about every point on the system between New York and Chicago.

Manufacturers' inquiries as to locations are treated in strict confidence and absolutely reliable information, so as to promote permanent traffic, is furnished. Address

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21 Cortlandt Street, New York

## INDUSTRIES ARE OFFERED LOCATIONS

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Satisfactory Inducements,  
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YAZOO & MISSISSIPPI VALLEY R. R.

For full information and descriptive pamphlet address

J. C. CLAIR,

Industrial Commissioner,

1 Park Row,

Chicago, Ill.

## WOOD WORKING PLANTS

Manufacturers seeking locations for Saw Mills, Stave and Heading Factories and other Wood Working Plants in the Central Southern States, can secure full and accurate information as to Sites, Timber Tracts, Fuel, Transportation Facilities, etc., by addressing

G. A. PARK,

General Immigration and Industrial Agent

## Louisville & Nashville Railroad Company

Louisville, Kentucky

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NELSON H. WALCOTT, PRES'T.  
FRANK E. STONEBRAKER, VICE-PRES'T.  
CHAS. C. GARDINER, SEC'Y AND TREAS.

## The Crittenden Lumber Company

MANUFACTURERS

Mills at Earle, Ark.

## McGEE & ALFORD

## SPECIALISTS IN POPLAR

Of our own manufacture. Consult us

ACKERMAN, MISS.

## The John M. Smith Lumber Co.

(Incorporated)

## Manufacturers of Rough and Dressed HARDWOODS

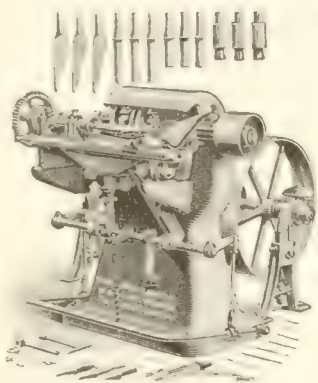
NASHVILLE

TENNESSEE

Yards and Mills

Nashville, Tenn.    Richmond, Tenn.    Hohenwald, Tenn.  
Dickson, Tenn.    Bells Landing,    Beloit's Bend,     
Auburn, Tenn.    White Bluff,    Nunnally,





INSULATOR PIN LATHE

## "DEFIANCE" WOOD-WORKING MACHINERY

COMPLETE EQUIPMENTS OF  
HIGH GRADE TOOLS

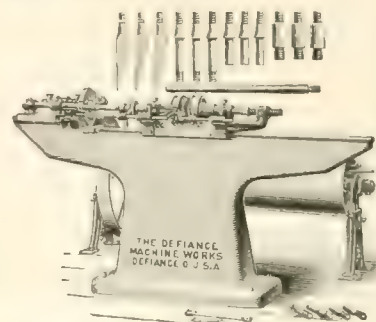
✻ FOR MAKING ✻

Hubs, Spokes, Wheels,  
Wagons, Carriages,  
Rims, Shafts, Poles,  
Neck-Yokes,

Single Trees, Hoops,  
Handles, Bobbins, Spools,  
Insulator Pins and  
Oval Wood Dishes.

INVENTED AND BUILT BY  
The DEFIANCE MACHINE WORKS  
DEFIANCE, OHIO.

—Send for 500 Page Catalogue—



AUTOMATIC THREADING MACHINE

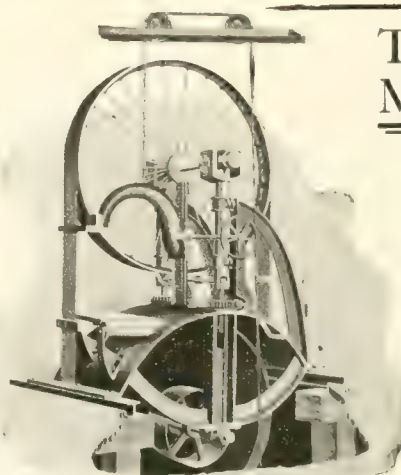
On and After January 10, 1906

## The Stoneman-Zearing Lumber Co.

will be located in  
new headquarters

Suite 203 Frisco Building  
St. Louis, Mo.

All correspondence should be directed to the new address



## Ten per cent More Profit

The profits of a saw mill can readily be increased ten per cent by using a band mill instead of a rotary. The price of this mill with six foot wheels for saws eight inches wide is readily within the reach of all. It cuts smooth and perfect lumber and has a capacity of 25,000 feet to 35,000 feet per day. It runs with less expenditure of power than a rotary and puts only half as much of the log into saw dust as does the circular saw.

PHOENIX MFG.  
COMPANY,  
EAU CLAIRE, WIS.

## FRAMES FOR HARDWOOD RECORD SUPPLEMENTS

Complete with backing, but without the glass, made from Flemish Oak are to be had delivered by express, charges prepaid to any point east of the Missouri river, at 50 cents each, or at the HARDWOOD RECORD office, at 30 cents each. Prepay orders with two-cent stamps or postal notes, addressed

Hardwood Record, 355 Dearborn Street, Chicago

TO NEW YORK OVER NIGHT

# The 20th Century Limited

Via the LAKE SHORE and NEW YORK CENTRAL.  
The Route of the Government Fast Mail Trains

## CHICAGO-NEW YORK 18-HOUR TRAIN

IT SAVES A DAY

Leave Chicago at 2.30 p. m.  
Arrive New York at 9.30 a. m.

Leave New York at 3.30 p. m.  
Arrive Chicago at 8.30 a. m.

City Ticket Office: 180 Clark Street, Chicago

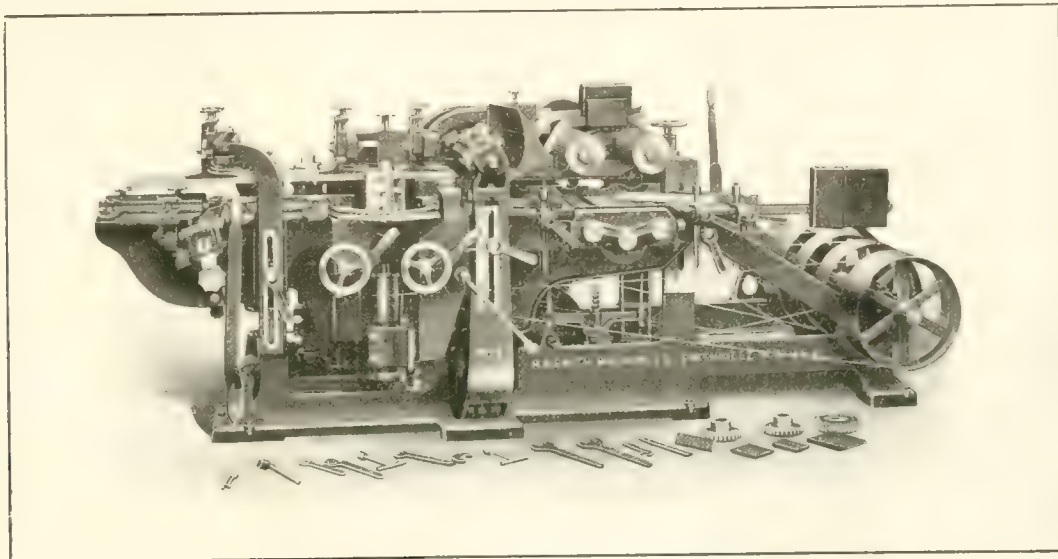
L. E. VOSEBROUGH, General Western Passenger Agent



**SMITH of  
SMITHVILLE**

# The Profit Builder

**SMITH of  
SMITHVILLE**



NO. 105-A. EXTRA HEAVY 12-INCH MOULDER



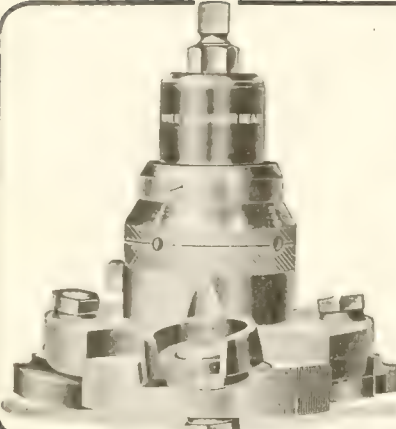
IT HAS been our purpose during the last half century to develop a line of wood working machines containing the best workmanship and material that American skill and wisdom can afford. This fact we are proud to say is well established in the minds of our many patrons. We have, however, now exceeded ourselves by the development of a remarkable Moulder, the excellence of which is due to our obtaining written suggestions from more than a thousand operators throughout America. This machine stands alone as being the composite idea of the thinking operators of this country. One year's test of its work has convinced us that it is impossible for you to compete successfully against the Smith Moulder with any other machine. Can't we send you prices and literature?

**Branches:**  
New York, Chicago,  
Boston

**H. B. SMITH MACHINE CO.**  
SMITHVILLE, N. J., U. S. A.

**Branches:**  
New York, Chicago,  
Boston





Flooring makers will find

## The Shimer Cutter Heads

Especially adapted to the working of cross-grained, hard and knotty lumber. They save time, trouble and vexation. Ask any practical mill man concerning their construction. Catalogue and Pattern Book sent free. Address

**SAMUEL J. SHIMER & SONS**  
MILTON, PENNA.

## Michigan Logging Wheels

Have Made More Than 1,000 and Know How



Standard for a Quarter Century

Cheap and easy logging. Write for circular and prices.

**S. C. Overpack** MANISTEE, MICH.

## FILERS! MILLMEN!



If you have never used a **HANCHETT SWAGE** write us and we will give you an **Opportunity** to become acquainted with its merits. We claim it is the **Best** on the market. If it does not size up to our **Claims** and your **Needs** return it at our expense. If you are interested in general filing room machinery write us for Catalog 1. It will interest you. We sell **Our Product** on its merits.

**Hanchett Swage Works**  
BIG RAPIDS, MICH., U. S. A.

Hanchett Saw Swage

## M. GARLAND CO.

BAY CITY, MICH.

Builders of

## Saw Mill Machinery

6, 7, 8 AND 9 FOOT BAND SAWS

Recent installations of our mills:

Salling, Hanson & Co.	Grayling, Mich.
Michelson & Hanson Co.	Lewi-ton, Mich.
Johannesburg Mfg. Co.	Johannesburg, Mich.
Harbor Springs Lbr. Co.	Harbor Springs, Mich.
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# Saws

In every variety, from the big band to the tiny hack saw, the Atkins product excels. Size and capacity of plant for 1906 nearly doubled. Can now give you prompt service as well as quality.

**Atkins always ahead.**

Our invaluable Sawyer's Hand Book for the asking

## E. C. Atkins & Co. Inc. Indianapolis, Ind.

BRANCHES:

St. Louis, Mo.

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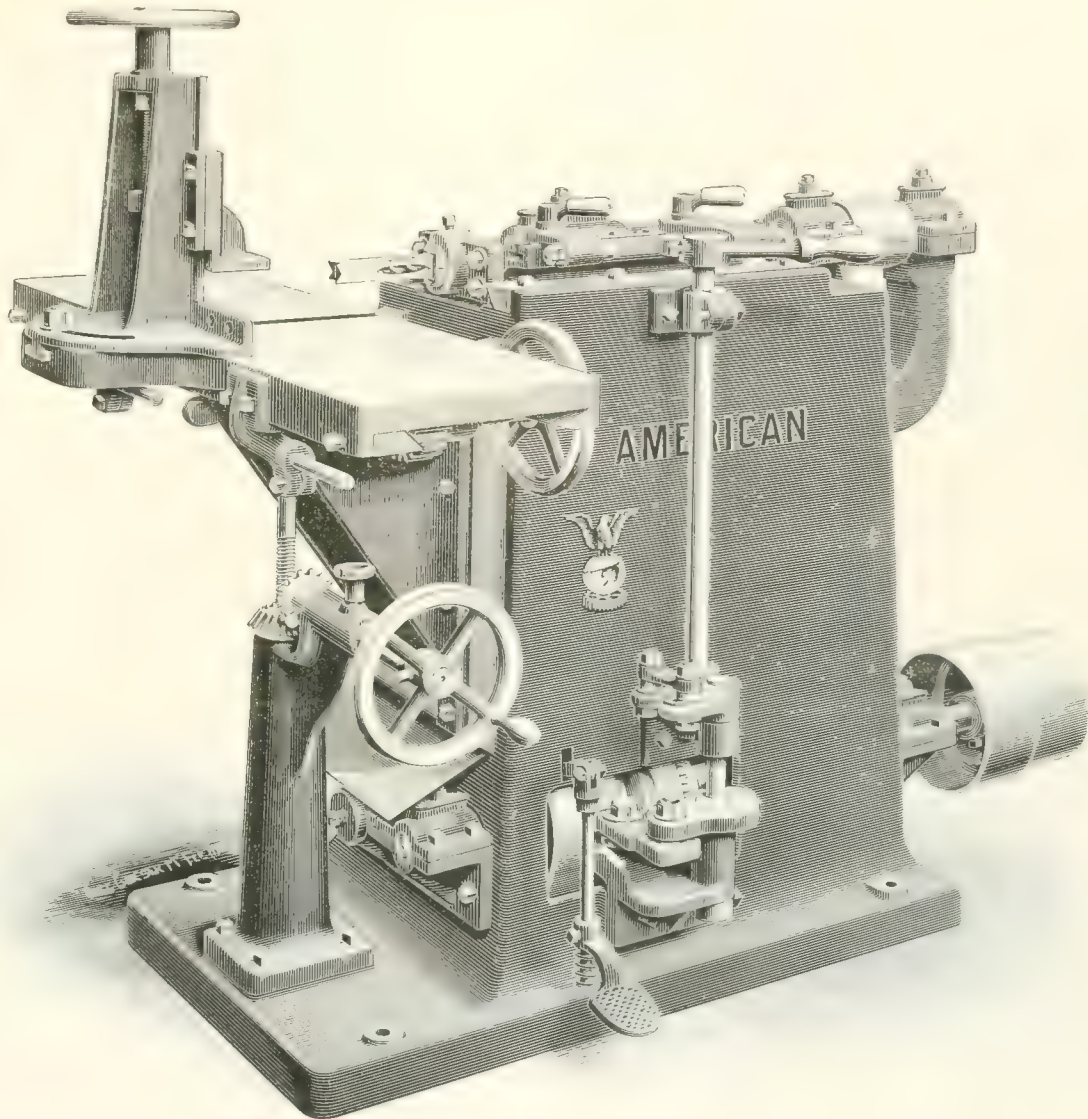
Toronto, Canada

Our Saw and Tool Catalogue

Can be Had for the Asking

# American Automatic Hollow Chisel Mortiser

Quick acting, producing UNIFORMLY ACCURATE WORK in either hard or soft wood. The stroke is variable, from  $\frac{1}{4}$  inch to 6 inches in depth, instantly under control of operator. Capacity: mortises up to 12 inches in length and to 6 inches in width without unclamping the stock.



American  
Wood Working Machinery Co.

NEW ORLEANS

CHICAGO

NEW YORK



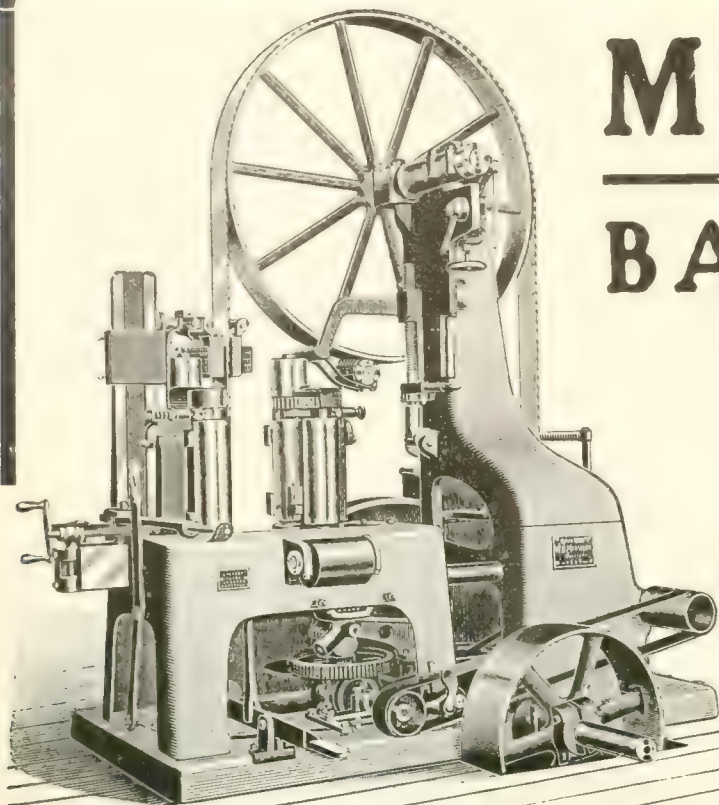


# MERSHON

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NEW STANDARD 60-INCH

# BAND-RESAW

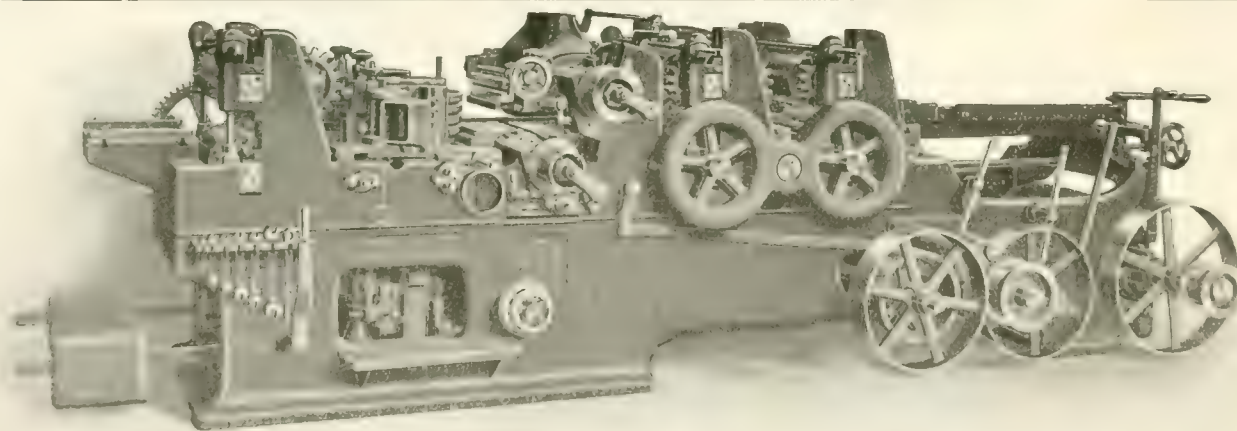


An extra heavy, simply constructed and powerful machine, especially adapted to resawing green hardwood cants, unedged plank, or for medium to extra heavy planing mill resawing.

**The Mershon Company**  
**SAGINAW, MICHIGAN**

Illustrated Catalogue of Our Complete  
 Line of Band Resaws, Pony Band  
 Mills and Band Edgers on Request.

NEW STANDARD 60-INCH BAND-RESAW



**NO. 24. SPECIAL FAST FEED PLANER AND MATCHER**  
 THE LATEST TYPE OF FAST FEEDERS

**Contains:** Our PATENT ADJUSTABLE WEDGE PLATEN—a device for instantly changing the cut, distributing it between the top and bottom heads as desired, without altering the finished thickness or location of matching. BELT-RELEASING DEVICE (patent pending) provides for instantly releasing or tightening all belts simultaneously, with independent means for tightening all belts; especially advantageous for removing bottom head and releasing strain on belts when machine is idle; facilitates use of endless belts; automatic binders prevent the side head belts from climbing or chafing even when working narrow stock. PATENT ADJUSTABLE GAUGES for setting the knives without measuring, absolutely accurate; PATENT SIDE WING BOXES, a new type of self-oiling, self adjusting clamp boxes.

BUILT TO WORK 8", 15", 24" OR 30" WIDE BY 6" THICK. ALSO BUILT WITH FIVE HEADS.

**S. A. WOODS MACHINE CO., BOSTON, MASS.**  
**WOOD WORKING MACHINERY**

JOEL B. ETINGER, WESTERN MANAGER,

811 RAILWAY EXCHANGE, CHICAGO, ILL.

## THE DOCUMENTS IN EVIDENCE---EXHIBIT "A"

*Standard Oak Veneer Company,*  
INCORPORATED



SLICED QUARTERED  
OAK  
AND  
ROTARY CUT  
VENEERS.  
DIMENSION  
STOCK  
A SPECIALTY.

*Johnson City, Tenn., 10/16/05.*

The Coe Manufacturing Company,  
Painesville, Ohio.

Gentlemen:--

We just want to say a few words in regard to the Automatic Roller Dryer, of special pattern, which you built for us.

We have had this machine in operation now for nearly two years and it has given entire satisfaction. In fact, we are more than pleased with the results obtained from it.

Before we placed order with you for this machine, we investigated several other makes, and say frankly that we believe this to be the best dryer, by far, on the market to-day.

Yours very truly,

STANDARD OAK VENEER COMPANY,

*C. B. Allen*

Manager.



# CLEVELAND

HARDWOOD DISTRIBUTING CENTER OF NORTHERN OHIO

## THE ROBERT H. JENKS LUMBER COMPANY

### WE OFFER THE FOLLOWING:

4 4" 1st and 2d Poplar, 100,000 feet  
4 4" No. 1 Common Poplar, 300,000 feet  
4 4" No. 2 Common Poplar, 425,000 feet  
8 4 1st and 2nd Poplar, 30,000 feet  
4 4 1st and 2nd Cottonwood, 150,000 feet  
4 4 Common Cottonwood, 00,000 feet  
Box Board Cottonwood, 13 to 17 inch,  
85,000 feet  
4 4" Sound Wormy Chestnut, 150,000 feet  
8 4" Sound Wormy Chestnut, 75,000 feet

**Quartered White and Red Oak.**—We have a good assortment of dry stock,  $\frac{3}{8}$  to  $\frac{1}{4}$  inches thick. Your inquiries solicited.

**Plain White and Red Oak.**—A limited amount of nice stock, ready for shipment.

## THE KING & BARTLES LUMBER CO.

CLEVELAND, OHIO

## HARDWOODS

We are selling agents for the Kentucky Saw Mill Company of Jackson, Ky., manufacturing Poplar and Oak exclusively

## MARTIN-BARRISS COMPANY

Importers and Manufacturers

## MAHOGANY

—AND FINE—  

## HARDWOODS

## THE ADVANCE LUMBER CO.

CLEVELAND

OHIO

### ..OFFERS..

#### Red Gum

2,000,000 feet, thoroughly dry.  
All grades and thicknesses.  
Low price to move.

#### Gulf Cypress

200,000 feet, dry.  
Mostly 4 4

#### Yellow Poplar

500,000 feet, choice stock.  
All grades from 4 4 to 8 4

#### Gray Elm

500,000 feet, dry.  
6 4 mill run.

#### Chestnut

300,000 feet, dry 4 4 and 8 4  
Sound wormy.

#### Red Oak

500,000 feet, dry, plain  
250,000 feet, dry, quartered.  
Common and better 4 4 and 5 4

#### Plain White Oak

700,000 feet, 4 4 log run  
4 to 12 months on sticks

#### Quartered White Oak

500,000 feet, dry.  
4 4, 5 4 and 6 4

#### White Ash

500,000 feet, 4 4 dry.  
Common and better

#### Hickory

10,000 feet, 8 4 dry.  
Log run

CARE STOCK OF ALL OTHER VARIETIES OF  
FOREIGN AND SOUTHERN HARDWOODS  
WE WANT YOUR INQUIRIES

S. P. C. HOSTLER, Chicago Representative  
314 Giddings Street

## The Farmer in the Southwest Prospers

Because he pays from \$8 to \$15 an acre for land that produces as good crops as land in Illinois and Indiana which sells for \$75 to \$100 an acre. The mild climate gives him earlier crops and the short winter makes stock-raising less expensive.

**You** have the same chance to prosper that is being taken by hundreds of the northern and eastern farmers.

Write for free copies of our illustrated books on Texas and Oklahoma.

Low rates to all points in the Southwest on the first and third Tuesdays of each month via



CHICAGO @ EASTERN ILLINOIS R. R.  
W. H. RICHARDSON, G. P. A., Chicago, Ill.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## The Nicola Brothers Company

One million feet 4-4 Bay Poplar.  
Can be shipped log run, or sold  
on grade. Bone dry; band  
sawed. Send your inquiries

## Flint, Erving & Stoner Co.

### Wholesale Lumber

Northern and Southern Hardwoods

Beech and Maple Timbers a Specialty

## A. M. Turner Lumber Company

Everything in lumber. We buy hardwoods  
as well as sell them. If you have anything  
to offer, please submit same to us. : :

## LINEHAN LUMBER COMPANY

### Hardwoods

SPECIALTIES--OAK  
POPLAR AND CHESTNUT

## Babcock Lumber Co.

MANUFACTURERS OF  
PENNSYLVANIA  
HARDWOODS

19,000,000 FEET ANNUALLY

LONG ON 6-4  
HARD MAPLE

MILLS AND OFFICE  
ASHTOLA, PA.

## OAK POPLAR CHESTNUT

Our  
Specialties

GET OUR PRICES BEFORE BUYING

American Lumber & Mfg. Co.  
PITTSBURG, PA.

TENNESSEE STOCK National Hardwood Grading Rules Used

J. H. SCHOFIELD

R. W. SCHOFIELD

## SCHOFIELD BROTHERS WHOLESALE LUMBER

Hardwoods a  
Specialty.

1020-22 Pennsylvania Building  
PHILADELPHIA

## C.F. Luehrmann Hardwood Lumber Co.

Largest Manufacturers and Exporters of

### SATIN WALNUT

Always in the market  
for HARDWOODS.

Office and Yards  
148 Carroll Street, ST. LOUIS, MO.

## Wistar, Underhill & Co.,

WHOLESALE  
HARDWOOD LUMBER

816 Real Estate Trust Building, PHILADELPHIA.

## GENERAL LUMBER COMPANY

### HARDWOODS

HEMLOCK, YELLOW PINE.

COLUMBUS

OHIO



# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## McCLURE LUMBER CO.

WHOLESALE DEALERS IN

## HARDWOOD LUMBER

ROUGH YELLOW PINE TIMBERS AND PLANK

Office and Yards 520 TO 530 FRANKLIN STREET  
**DETROIT, MICHIGAN**

Saw Mills - EUTAW, ALA.

Correspondence invited on all hardwoods

## BOYNE CITY LUMBER COMPANY

BOYNE CITY

**MICHIGAN ROCK MAPLE and other HARDWOODS**

LARGE CAPACITY PROMPT SHIPMENTS RAIL OR CARGO

## The SICKLESTEEL LUMBER CO.

DETROIT, MICH.

OUR SPECIALTIES OAK TABLE TOPS Plain and Quartered, BIRCH LUMBER  
All Thickness and Grades, CHESTNUT, ELM, BASSWOOD and GUM.

Write us for prices.

## DENNIS & SMITH LUMBER CO.

Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
**DETROIT, MICH.**

MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg,  
W. Va. McNutt Siding, W. Va.



**J. S. GOLDIE**

Cadillac, :: Michigan.

SPECIAL PRICES on 5 in. Maple Squares  
Maple and Basswood Lumber  
1 in. and 3 in. Northern Michigan Soft Elm  
INQUIRIES SOLICITED ON ALL HARDWOODS.

**SOFT ELM AND ROCK ELM**  
FOR SALE BY

**The R. G. Peters Salt & Lumber Co.**  
EASTLAKE, MICHIGAN

## Wm. H. WHITE COMPANY

BOYNE CITY  
MICHIGAN

MANUFACTURERS OF

## HARDWOODS

MAPLE, SOFT & ROCK ELM, BASSWOOD, BIRCH,  
BEECH AND HEMLOCK, CEDAR POSTS AND TIES

ANNUAL CAPACITY

30,000,000 feet of Lumber

10,000,000 Cedar Shingles

Rail or Water Shipments

Cargo Shipments a Specialty

## Lumbermen, Attention!

If you own any timber or timber lands.  
If you are contemplating buying or selling any timber or  
timber lands.  
If you want your stumpage accurately estimated.  
If you want an exact survey or map of your property.  
If you want advice in any logging or lumbering proposition.  
Write to us and find out what we can do for you.  
We send thoroughly reliable and practical engineers to all  
parts of the country, and guarantee quick and accurate work.

**C. A. Schenck & Co.** BILTMORE,  
NORTH CAROLINA  
Consulting Forest Engineers

## THE KENTUCKY LUMBER & VENEER CO. HARDWOOD MANUFACTURERS

Post Office and Band Mill,  
ROBBINS, KY.

Shipping Point and Telegraph Office,  
JACKSON, KY.

SPECIALTIES:

PLAIN WHITE OAK  
YELLOW POPLAR

OAK PLANKING  
RAILROAD TIES

We manufacture all the lumber we sell from original forest timber.  
Therefore the lengths and widths are good. All logs are manufactured  
in ten to thirty days after being felled, insuring bright, new stock, free  
of sap worms and rot.  
WRITE OR WIRE FOR PRICES.

# GRAND RAPIDS

LEADING HARDWOOD LUMBER MARKET OF MICHIGAN

## Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK  
AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

Michigan Elm, Birch, Ash and Basswood

## Nichols & Cox Lumber Co.

GRAND RAPIDS

NORTHERN AND SOUTHERN

### HARDWOODS

Hardwood Flooring, Crating Stock, Kiln Drying

Mills and Office: GODFREY AVE. AND CURVE ST.

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

Northern and Southern **Hardwood Lumber**

MAIN OFFICE:

MICHIGAN TRUST CO. BUILDING

## VAN KEULEN & WILKINSON LUMBER COMPANY

Manufacturers and Wholesalers of

**HARDWOOD LUMBER and CRATING STOCK**

FOR SALE

Complete Stocks of Michigan Hardwoods—Maple, Beech, Birch, Elm, Ash and Basswood.

## J. F. Quigley Lumber and Land Co.

We carry Complete Stock, all Kinds, Grades and Thicknesses in our Grand Rapids yards.

MIXED CARS AND PROMPT SHIPMENTS SPECIALTIES

## DENNIS BROS.

Manufacturers of

**Hardwood Lumber and Perfect Maple Flooring**

Dry Stock at  
Bargain Prices.

1 car 4 4 No. 3 Common Cherry  
15 cars 4 4 Birch, No. 2 Common and Better  
4 cars 4 4 Birch, No. 2 Common and Better  
1 car 4 4 Birch, Red Curly  
15 cars 4 4 Basswood, No. 2 Common and Better  
4 cars 5 4 Basswood, No. 1 Common and Better  
2 cars 8 4 Basswood, No. 1 Common and Better

Main Office: 205-209 Michigan Trust Co. Bldg.

## WAGNER & ANGELL

WANTED

Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

FOR SALE

All of the above items and Red Cedar, Redwood and White Cedar, Shingles and Posts

## HICKORY

200 000 Pieces Hickory 1 1/2 x 1 1/2 and 1 3/4 x 2 1/4 square, 20 to 30 inches long  
Will sell in the rough or will manufacture into anything that you need  
What do you need? Let us know.

The Canton Lumber Company, Canton, Miss.

## RUSSEL WHEEL & FOUNDRY COMPANY

Builders of

**Logging Cars**

And **Logging Machinery**



ARE ALWAYS PLEASED TO HAVE OPPORTUNITY OF POINTING OUT ADVANTAGES OF THEIR EQUIPMENT.

**Detroit, Mich.**



# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, - - - WISCONSIN

Saw and Planing Mill at Atlanta near Bruce Wis., on Soo Lines.

Manufacturers

## Wisconsin Hardwoods

PINE AND HEMLOCK

WRITE US FOR PRICES ON

1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH.  
1 INCH NO. 1 AND NO. 2 BASSWOOD.

1½ INCH RED BIRCH.  
RED BIRCH FLOORING.



Don't forget to write us when in the market for

*Curly Birch or Bird's-eye  
Maple Flooring or  
Finishing Lumber*

**R. Connor Co.**

MARSHFIELD, :: WISCONSIN

### NORTHERN STOCK

Hemlock  
Birch  
Basswood  
Rock Elm  
Soft Elm  
Ash  
Oak

### SOUTHERN STOCK

Quartered White and Red  
Oak  
Plain White and Red Oak  
Sycamore  
Poplar  
Cypress  
Gum

## PAGE & LANDECK LUMBER CO.

Wells Building - - - MILWAUKEE, WIS.

## North Western Lumber Co.

GENERAL OFFICES: EAU CLAIRE, WIS. MILLS AT STANLEY, WIS.

**BAND SAWED**

## Wisconsin Hardwoods

CAREFUL GRADINGS PROMPT SHIPMENTS

SPECIALTIES:

Inch No. 2 Common Birch

Inch No. 3 Common Birch

MIXED CARS - EVEN GRADES - PROMPT SHIPMENT

## Wisconsin Hardwoods

SPECIAL OFFERINGS:

1' No. 1 COMMON & BETTER BIRCH (Red in)  
1' No. 1 COMMON & BETTER BASSWOOD  
1' No. 1 COMMON & BETTER HARD MAPLE  
ALSO ELM, PINE, CEDAR PRODUCTS,  
AND "SHAKELESS" HEMLOCK.

John R. Davis Lumber Company, Phillips, Wis.

**C. P. CROSBY,** RHINELANDER, WIS.

Wholesale Hardwood Lumber

Hard Maple a Specialty in all thicknesses from 1 inch to 4 inch.  
Finest Birch in Wisconsin. Black Ash, Rock Elm.  
Soft Elm, Red and White Oak.

DIFFICULT AND MIXED ORDERS A SPECIALTY

Marshfield VOLLMAR & BELOW Wisconsin

## BASSWOOD, BIRCH

and other Wisconsin Hardwoods

Let us know what you are in the market for

WE ARE ALWAYS IN THE MARKET FOR



## HARDWOOD LUMBER

PLAIN AND QUARTERED

**O A K**

A SPECIALTY

WE BUY MILL CUTS

## SOUTHERN OAK LUMBER CO.

707 Chamber of Commerce

CHICAGO

CHICAGO

THE GREATEST HARDWOOD MARKET  
IN THE WORLD

REPRESENTATIVE

HARDWOOD DEALERS

HAYDEN &amp; LOMBARD

## Orders to issue for:

ASH—1 to 4 in. 1s and 2s. SPECIAL, 5/8 in. log run  
 WHITE OAK—5/8 to 4 in. 1s and 2s plain  
 WHITE OAK—5/8 to 2 in. 1s and 2s quarter-sawed.  
 RED OAK—3/4 to 2 in. No. 1 common quarter sawed  
 RED OAK—3/4 to 2 in. No. 1 common and better plain, SPECIAL, 3/4  
 1s and 2s  
 COTTONWOOD—1 in. box common and mill culls.  
 GUM—1 in. 1 1/4 1 1/2 No. 1 common and saps, without stain  
 POPLAR—1 to 2 in. No. 1 common; same in saps or selects  
 POPLAR—1 to 4 in. 1s and 2s. SPECIAL 1 in. No. 2 and 3 common  
 POPLAR—Box boards 1 x 13 to 17 in., 12 to 16 ft.  
 POPLAR—Sign boards 2 x 14 to 16 in., 14 and 16 ft.

511 RAILWAY EXCHANGE

CHICAGO

FINK-HEIDLER COMPANY

MANUFACTURERS OF AND DEALERS IN  
HARDWOOD LUMBER

We Carry All Kinds of Thoroughly Kiln Dried Hardwoods  
 ASHLAND AVENUE AND TWENTY-SECOND STREET, CHICAGO Tel. Canal 744

CLARENCE BOYLE LUMBER CO.

WHOLESALE DEALERS IN

HARDWOODS  
YELLOW PINE  
and CYPRESS

319 West Twenty-Second Street,

CHICAGO

Hardwood  
Board RulesFOR  
HARDWOOD  
LUMBERMEN

Best Goods -- Prompt Shipment.

SEND YOUR ORDERS TO THE

HARDWOOD RECORD, 355 Dearborn Street.

W. O. KING &amp; COMPANY

: : : WHOLESALE : : :

HARDWOOD LUMBER  
LOOMIS STREET BRIDGE

Lesh &amp; Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH,  
 etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK,  
 POPLAR, etc., from our Memphis yard. We are constant buyers.

A. R. VINNEDGE LUMBER CO.

WHOLESALE DEALERS IN  
HARDWOOD LUMBER736 1st Natl. Bank Bldg.  
CHICAGO.We are buyers of both Northern  
and Southern HardwoodsI AM IN THE HARDWOOD LUMBER  
MARKET TO BUY

Can handle the cut of one or two good mills  
 on a cash basis. Send me your stock list.

CHAS. DARLING

Room 409. Merchants' Loan and Trust Building.

RYAN &amp; McPARLAND

ALL KINDS OF

HARDWOOD AND WAGON STOCK

Write us before selling. If in the market to buy we can interest you.

Office and Yards: Corner Robey Street and Blue Island Avenue

NATIONAL LUMBER MFG. CO.

1019 ASHLAND BLOCK

Manufacturers  
of . . . .

Southern Hardwoods

Oak, Poplar, Hickory, Ash, Cottonwood, Gum, Etc.

BAND MILLS } Smithfield, W. Va.  
                  } Jackson, Ala.CIRCULAR MILLS } Kentucky  
                      } TennesseeFRANK M. CREELMAN, RAILWAY  
EXCHANGE,  
WHOLESALE.

Northern and Southern Lumber

CAR LOTS, BARGE LOTS. CARGO LOTS OR MILL CUTS FOR FUTURE SHIPMENTS,  
ANNUAL CONTRACTS OR IMMEDIATE REQUIREMENTS.

FRED W. BLACK, President

HORACE W. BLACK, Secretary

FRED W. BLACK LUMBER COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

305 Old Colony Building



# CINCINNATI

THE GATEWAY OF THE  
SOUTH

## L. W. RADINA & COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

### HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades, especially 1½-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE

## WANTED OAK, ASH, CHERRY and other HARDWOODS

PAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE

LELAND G. BANNING

OFFICE: 5th and Main  
CINCINNATIPoplar, Oak,  
Ash, Chestnut,  
Sycamore,  
W. Va. Spruce,  
Pine and Elm

## C. Crane & Co.

We would like to buy  
2,000,000 feet Dry Oak  
2,000,000 feet Dry Poplar  
Mostly heavy stock. Quotations Solicited.MILLS AND YARDS  
CINCINNATI, O.  
YEARLY CAPACITY  
100,000,000 FT.  
LONG BILL STUFF  
A SPECIALTY

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

DUHLMEIER BROS.,

CINCINNATI, O.

## WM. H. & G. S. STEWART

Buy and Sell

OAK, ASH, POPLAR, BASSWOOD, CHEST-  
NUT, WALNUT AND YELLOW PINE.

Can furnish stock cut to special order. We invite correspondence.

Main Office: • • MERCANTILE LIBRARY BUILDING.

### "BUY GUM"

We open the market to buy  
Dry Gum Lumber in any  
quantity from a single lot  
down to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.

### THE FAHRIN-KORN LUMBER COMPANY

General Office: Yards  
Planning Mills: Dry Kilns,  
Cincinnati Ohio  
Purchasing Office:  
Randolph Building  
Memphis, Tenn.  
MENTION THIS PAPER.

IN THE MARKET FOR

## OAK—ASH—POPLAR

ALL GRADES AND THICKNESSES

## MOWBRAY & ROBINSON

Office:  
1219 West Sixth StreetYards:  
Sixth Street, below Harriet

## BENNETT & WITTE

MANUFACTURERS OF SOUTHERN HARDWOODS

We sell on National Hardwood Lumber Association Inspection  
Plain and Quartered White and Red Oak,  
Cottonwood, Ash, Elm, Cypress, Plain  
and Quartered Red and Sap Gum.

SPECIAL

2,000,000 feet 4/4 and 5/4 Box Common  
Cottonwood. We cut in thicknesses from  
3/8 to 4 in. Export and Domestic Trade.Branch:  
MEMPHIS, TENN.224 W. 4th St.  
CINCINNATI, OHIO

## Charles S. Wentworth & Co.

WHOLESALE LUMBER MERCHANTS

147 Milk Street  
BOSTONWe are in the Market for POPLAR, PLAIN OAK, CYPRESS  
and NORTH CAROLINA PINE LUMBER; also OAK, MA-  
PLE and BIRCH FLOORING, and would appreciate corre-  
spondence from manufacturers in position to supply any of the  
stock named.

# W. H. Dawkins Lumber Co.

Manufacturers of Band Sawed

## Yellow Poplar

ASHLAND, KY.

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

Ash

White and Brown

Basswood

Birch

Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm

Soft and Rock

Gum

Red and Tupelo

Hickory

Maple

Hard and Soft

Red Oak

Plain and Quartered

White Oak

Plain and Quartered

Black Walnut

White Wood

Poplar



## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

Specialty: PLAIN AND QUARTERED OAK

940 SENECA STREET

## EMPIRE LUMBER COMPANY

We want to move at once from Arkansas

140,000 feet 4 4 No. 1 Common Quartered White Oak Strips 2 1/2 to 5 1/2" wide

130,000 feet 4/4 No. 2 Common Quartered White Oak, 3" to 12" wide

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Specialty: INDIANA WHITE OAK

940 ELK STREET

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET

## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET

## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET





Specimen of Our Poplar Timber

W. M. Ritter Lumber Co.

MAIN OFFICE: COLUMBUS, OHIO

## YELLOW POPLAR

White Oak, Basswood, Chestnut,  
Ash, White Pine and Hemlock

We Want Your Business

Stock all band sawed, square edged, equalized. Dry Kilns,  
Planing Mills, Dressed Stock, Bevel Siding, Drop Siding



Specimen of Our Oak Timber

# Vansant, Kitchen & Co.



NEW ASHLAND MILL

Old-Fashioned

## YELLOW POPLAR

Ashland, Kentucky

5/8 AND WIDE STOCK SPECIALTIES

Eastern Office: John L. Cochran  
33 East Twenty-Second Street, New York City

# YELLOW POPLAR

Manufacturers

**BAND SAWED  
POPLAR LUMBER**

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares

Specialty, Wide Stock.

# LUMBER CO.

COAL GROVE, OHIO, U. S. A.

# Hardwood Record

Eleventh Year.  
Semi-monthly.

CHICAGO, JANUARY 25, 1906.

Subscription \$2.  
Single Copies, 10 Cents.

## CHERRY

C. E. LLOYD, JR.  
Manager Sales

## RIVER

GROWS IN  
WEST VIRGINIA

Sold by  
Cherry River Boom &  
Lumber Co.  
Offices: Philadelphia, Pa

## LUMBER

## BROWNLEE & COMPANY

DETROIT MICHIGAN

## SOFT MAPLE

ONE-INCH AND TWO-INCH, LOG RUN AND CULLS

## The Lumber Mutual Fire Insurance Company

Boston, Massachusetts

### STRENGTH

Net Assets: November 29, 1905,

All Liabilities Deducted—Sec. I.—Chap. 118.—Mass. Laws.

### \$727,097.29

### ECONOMY

Dividends to Policy-Holders,

### 33 $\frac{1}{3}$ Per Cent

Mail Expiring Policy with Your Order.

THE DAVIDSON = BENEDICT CO.  
NASHVILLE, : : : TENNESSEE

EVERYTHING IN

### Southern Hardwoods

POPLAR, CHESTNUT, ASH, OAK

(Plain and Quartered). Straight or mixed cars.  
DRESSED POPLAR ANY WAY YOU WANT IT.

You get what you want when buying from US. Delivered prices any  
railroad point

THE KENOVA POPLAR MFG. CO.  
KENOVA, W. VA.

DRY, SOFT  
YELLOW POPLAR  
ROUGH OR DRESSED

=POPLAR BEVEL SIDING, MOLDINGS, FINISH, ETC.=

Quality of Stock and Mill Work  
the Best.

Prompt shipments.  
Be friendly, write us.

## TOLEDO FIRE AND MARINE INSURANCE COMPANY

CAPITAL, \$100,000. Lumber and wood working risks only insured. Ask for list of paid losses,  
including names of a hundred prominent lumber concerns in all parts of the country.

SANDUSKY

OHIO



**DRY LUMBER**At  
Our**Louisville Yards**Prompt  
Delivery

**QUARTERED WHITE OAK.**  
 75,000 ft. 4/4 firsts & seconds.  
 18,000 ft. 5/4 firsts & seconds.  
 15,000 ft. 6/4 firsts & seconds.  
 19,000 ft. 8/4 firsts & seconds.  
**30,000 ft. 2 1/2 and 3 in. firsts and seconds.**  
 150,000 ft. 4/4 No. 1 common.  
 80,000 ft. 5/4 No. 1 common.  
 40,000 ft. 6/4 No. 1 common.  
 22,000 ft. 8/4 No. 1 common.  
**20,000 ft. 2 1/2 and 3 in. No. 1 common.**  
 12,000 ft. 4/4 cull.  
**QUARTERED RED OAK.**  
 14,000 ft. 4/4 firsts & seconds.  
 18,000 ft. 5/4 firsts & seconds.

8,000 ft. 6/4 firsts & seconds.  
 5,000 ft. 8/4 firsts & seconds.  
 38,000 ft. 4/4 No. 1 common.  
 12,000 ft. 5/4 No. 1 common.  
 7,000 ft. 6/4 No. 1 common.  
 3,000 ft. 8/4 No. 1 common.  
**PLAIN WHITE OAK.**  
 80,000 ft. 4/4 firsts & seconds.  
 7,500 ft. 5/4 firsts & seconds.  
 9,000 ft. 6/4 firsts & seconds.  
 22,000 ft. 8/4 firsts & seconds.  
 8,000 ft. 10/4 firsts & seconds.  
 18,000 ft. 12/4 firsts & seconds.  
 127,000 ft. 4/4 No. 1 common.  
 20,000 ft. 5/4 No. 1 common.  
 30,000 ft. 6/4 No. 1 common.  
 50,000 ft. 8/4 No. 1 common.  
 8,500 ft. 10/4 No. 1 common.  
 12,000 ft. 12/4 No. 1 common.

ALL THICKNESSES IN CULL POPLAR, ASH, CHESTNUT.

**CHERRY.**  
 1 car Log Run.  
**PLAIN RED OAK.**  
 47,000 ft. 4/4 firsts & seconds.  
 5,000 ft. 5/4 firsts & seconds.  
 9,000 ft. 6/4 firsts & seconds.  
 17,000 ft. 8/4 firsts & seconds.  
 31,000 ft. 4/4 No. 1 common.  
 24,000 ft. 5/4 No. 1 common.  
 14,000 ft. 6/4 No. 1 common.  
 29,000 ft. 8/4 No. 1 common.

**ASH.**

1 car 4/4 firsts & seconds.  
 3,000 ft. 5/4 firsts & seconds.  
 15,000 ft. 6/4 firsts & seconds.  
 20,000 ft. 8/4 firsts & seconds.  
 7,000 ft. 10/4 firsts & seconds.  
 7,000 ft. 12/4 firsts & seconds.

4,000 ft. 16/4 firsts & seconds.  
 50,000 ft. 4/4 common.  
 2,000 ft. 5/4 common.  
 20,000 ft. 6/4 common.  
 15,000 ft. 8/4 common.  
**POPLAR.**  
 60,000 ft. 4/4 firsts & seconds.  
 42,000 ft. 5/4 firsts & seconds.  
 17,000 ft. 6/4 firsts & seconds.  
 68,000 ft. 8/4 firsts & seconds.  
 3,000 ft. 10/4 firsts & seconds.  
 17,000 ft. 12/4 firsts & seconds.  
 6,000 ft. 16/4 firsts & seconds.  
 90,000 ft. 4/4 No. 1 common.  
 28,000 ft. 5/4 No. 1 common.  
 18,000 ft. 6/4 No. 1 common.  
 31,000 ft. 8/4 No. 1 common.  
 12,000 ft. 10/4 No. 1 common.  
 8,000 ft. 12/4 No. 1 common.

Your Inquiries Would Be  
Appreciated.**W. P. BROWN & SONS LUMBER CO.****WHOLESALE HARDWOODS**  
LOUISVILLE, KY.**COTTONWOOD, GUM**

AND OTHER HARDWOODS

We are manufacturers and carry on hand  
large stocks of well seasoned lumber at  
our yards and mills : : :**PAEPCKE-LEIGHT LUMBER CO.**

General Offices: Tribune Building, CHICAGO

**MILLS**Cairo, Ill.  
Arkansas City, Ark.Marked Tree, Ark.:  
Blytheville, Ark.

Greenville, Miss.

**Briggs & Cooper Company, Ltd.**

MANUFACTURERS

**NORTHERN  
SOUTHERN HARDWOODS**

WRITE US FOR PRICES ON

4 4 to 12 4 No. 1 common and better Michigan Soft Grey Elm.....1,000,000 feet  
 4 4 to 12 4 Winter Sawn Michigan Basswood.....325,000 feet  
 4 4 to 24 4 Michigan Hard Maple, seasoned or sawed to order.....3,000,000 feet  
 4 4 to 8 4 selected End Dried White Maple .....150,000 feet  
 4 4 to 16 4 Brown and White Ash.....250,000 feet  
 4 4, some thicker, Plain Red and White Oak.....200,000 feet  
 4 4, some thicker, Quartered Red and White Oak.....280,000 feet

YARDS AT

**SAGINAW, CHICAGO AND MEMPHIS****Upham & Agler**Bedford Building  
CHICAGOWholesale Northern and Southern  
**Hardwoods**Quick Service  
Perfect Milling  
Right Prices

DISTRIBUTING YARD: CAIRO, ILLINOIS

Quality Does Win  
It never fails to make goodIf you are buying lumber you want a **STRAIGHT**  
grade. You cannot afford to take a chance  
with manipulated stock. We will appreciate  
inquiries for **POPLAR and HARDWOOD LUMBER**  
and **MAPLE and OAK FLOORING.****DIXON & DEWEY**

THE HARDWOOD PEOPLE

-16 and -16 A, Flatiron Building,

NEW YORK

# CADILLAC

CELEBRATED FOR HIGH STANDARD  
OF QUALITY AND MILL WORK.

## Maple Flooring and Southern Michigan Hardwoods

MAPLE FLOORING, THE VERY BEST, STANDARD WIDTHS AND GRADES

### HARDWOODS

4 4 Basswood in Clear, Nos. 1 and 2 Common.  
4 4 Gray Elm in Clear, Nos. 1, 2 and 3 Common.  
6 4 and 8 4 Gray Elm in 1st and 2nd Clear.  
4 4, 5 4, 8 4, 10 4, 12 4, 16 4 Maple in 1st and 2nd Clear.  
4 4, 5 4, 8 4 Selected End Dried Clear White Maple  
5 4 and 8 4 No. 2 Common and Better Beech.  
4 4 No. 3 Common Maple and Beech for crating, sheathing, etc.  
4 4 Cull Hardwood.

If you are in the market for any of the above it  
: : will be to your advantage to write us. : :

**Mitchell Brothers Company**

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE - 5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
GRAY ELM 4/4, 12/4  
BASSWOOD 4 4  
BIRCH - 5 4, 6 4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co.

. . . Band Sawn . . .  
Michigan Hardwoods

60 M 4 4 Basswood No. 2 common and better  
33 M 8 4 Soft Elm No. 2 common and better. Will run 75-80% 1st and 2nd.  
5 M 4/4 Birds Eye Maple. Will run 80% 1st and 2nd.  
30 M 4/4 Birch No. 2 common and better.  
12 M 4/4 Oak No. 3 common and better.

## Cummer, Diggins & Co.

MANUFACTURERS  
"CUMMER" MAPLE  
AND BEECH FLOORING

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## Start the Year Right

### MICHIGAN HARDWOODS

OF OUR OWN MANUFACTURE  
Our latest Stock List contains the following items:

<b>BASSWOOD</b>	180 M ft 8 4 1's and 2's, dry
18 M ft 1x12 & wider 1's & 2's dry	30 M ft 8 4 Com. and Bet., dry
175 M ft 4 4 No. 1 and 2 Com. dry	25 M ft 10 4 1's and 2's, dry
	45 M ft 12 4 1's and 2's, dry
<b>BIRCH</b>	3 1/2 M ft 1x4 Clear Face and Better, dry
65 M ft 4 4 1's and 2's, dry	20 M ft 4 4 No. 4 Common dry
15 M ft 4 4 1's and 2's Red, dry	
40 M ft 4 4 No. 3 Common, dry	<b>HARD MAPLE</b>
	16 M ft 4 4 1's and 2's, part dry
<b>SOFT GRAY ELM</b>	100 M ft 4 4 No. 1 and 2 Com. dry
200 M ft 4 4 No. 1 and 2 Com. dry	275 M ft 4 4 No. 3 Common, dry
100 M ft 4 4 1's and 2's, dry	175 M ft 5 4 No. 1 and 2 Com. dry
40 M ft 6 4 No. 1 & 2 Com. dry	137 M ft 6 4 1's and 2's, dry
45 M ft 6 4 1's and 2's, dry	200 M ft 6 4 No. 1 and 2 Com. dry
90 M ft 6 4 Com. & Better, dry	31 M ft 12 4 1's and 2's, dry
40 M ft 8 4 No. 1 & 2 Com. dry	9 1/2 M ft 16 4 1's and 2's, part dry

BE FRIENDLY

WRITE US



**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**





# MEMPHIS

THE HUB OF THE HARDWOOD WORLD

## We Please Particular People

OUR SPECIALTY IS  
Quartered Oak, Both White and Red  
WE ALSO HANDLE  
Plain White and Red Oak, Ash and Gum  
SPECIAL ITEMS  
1 Car 1x10 in. and Wider Choice Quartered  
White Oak  
1 Car 1x10 in. and Wider Choice Quartered  
Red Oak

## THOMPSON & McCLURE

## BLANTON-THURMAN CO.

MEMPHIS TENNESSEE

**"The Yellow  
Cypress People"**

The kind that cuts up best, works easily and finishes elaborately.

## GOOD LAND CYPRESS COMPANY

NEW ORLEANS, LOUISIANA.

MANUFACTURERS OF

## CYPRESS LUMBER

**W**E have in all thicknesses the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

### MEMPHIS YARD

Ash 680,000 feet  
Quartered White Oak 75,000 feet  
Plain White Oak 140,000 feet  
Quartered Red Oak 225,000 feet  
Plain Red Oak 410,000 feet  
Cypress 225,000 feet  
Cottonwood 200,000 feet  
Poplar 308,000 feet

### SELMA YARD

Poplar 409,000 feet  
Bay Poplar 857,000 feet  
Red Gum 55,000 feet  
Cypress 787,000 feet

### BERCLAIR YARD

Bay Poplar 100,000 feet  
Cypress 800,000 feet

### OTHER YARDS

Plain Red Oak 350,000 feet

## J. W. THOMPSON LUMBER COMPANY

Office and Yards: Randolph Road and I. C. R. R. : : MEMPHIS, TENN.

## BACON-NOLAN HARDWOOD CO.

Manufacturers of

**Band Sawn Oak, Ash  
Gum, Cypress, Etc.**

Office,  
Memphis, Tenn.

Mills,  
Chancy, Miss.

Address all correspondence to Memphis office.

F. W. GILCHRIST, President  
W. A. GILCHRIST, Vice President  
W. E. SMITH, Sec'y and Treasurer

## W. E. SMITH LUMBER CO.

Manufacturers of  
**HARDWOOD LUMBER**

Mills, Tennessee, Arkansas, Mississippi  
Distributing Yards, Cairo, Illinois  
General Office, Tennessee Trust Bldg.

MISSISSIPPI VALLEY COTTONWOOD

F. W. GILCHRIST, Pres. W. A. GILCHRIST, Vice-Pres.  
W. E. SMITH, Sec'y and Treas.

## Three States Lumber Co.

MANUFACTURERS OF

Mills:  
Missouri  
Arkansas  
Tennessee

**Hardwood Lumber  
Cottonwood and Gum**

Office  
Tennessee  
Trust  
Building

GET OUR PRICES. TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

**COTTONWOOD—GUM**

# CHATTANOOGA

## The Ferd Brenner Lumber Co.

MANUFACTURERS AND WHOLESALERS OF

**Hardwood Lumber**

For Home and Export Trade

WE ARE IN THE MARKET TO BUY ALL SOUTHERN  
HARDWOODS. CORRESPONDENCE SOLICITED.

No. 1, No. 2 and No. 3 Common  
Poplar, 4-4, 5-4, 6-4, 8-4. For Sale by

**The Loomis and Hart  
Manufacturing Company**

WRITE FOR PRICES



# INDIANA



WHERE THE BEST HARDWOODS GROW

THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

White Ash

Poplar

Black Walnut

Cherry

Sycamore

Red Gum

Hickory

Beech

Maple

Veneers of

Indiana Hardwoods

## D'HEUR & SWAIN LUMBER CO.

Manufacturers and Wholesalers

Our Specialty Quartered Oak and Sycamore

SEYMOUR, IND.

## LONG-KNIGHT LUMBER CO.

MANUFACTURERS AND DEALERS

Quarter Sawed White and Red Oak a Specialty

INDIANAPOLIS, IND.

## MALEY & WERTZ

Manufacturers, Wholesalers and Exporters of Hardwood Lumber

EVANSVILLE, IND.

## NO. VERNON PUMP & LBR. CO.

MANUFACTURERS AND DEALERS

Would Like to Figure on Your Hardwood Requirements

Send for Stock List

NORTH VERNON, IND.

## PERRINE-ARMSTRONG CO.

Long Timber up to 60 feet—Hardwood Specialties

The largest Band Mill in Indiana.

FORT WAYNE, IND.

## J. V. STIMSON

All Kinds of Hardwood Lumber Manufactured

HUNTINGBURG, IND.

## YOUNG & CUTSINGER

Manufacturers and Wholesalers

Our Specialty Fine Figured Quartered Oak

EVANSVILLE, IND.

## CHARLES H. BARNABY

Manufacturer of Band Sawed Hardwoods

Quarter Sawed Indiana White Oak a Specialty

GREENCASTLE, IND.



FOR SALE

YELLOW PINE  
AND  
CYPRESS TRACTS

---

Our OWN Estimates Furnished  
to ACTUAL Buyers Only. We  
sold nearly \$10,000,000 worth of  
Timber Lands during year 1905.  
We explored over 5,250,000 acres

---

JAMES D. LACEY & CO.

608 Hennen Bldg.,  
New Orleans, La.

507 Lumber Exchange,  
Seattle, Wash.

1200 Old Colony Bldg.,  
Chicago

# **We Lead the World in Walnut**

We have the largest and most complete  
assortment of

## **WALNUT LUMBER AND LOGS**

in the world—five to seven millions always ready for shipment. Annual output nineteen to twenty-five millions. We confine ourselves exclusively to walnut, consequently, we excel in that line. Uniform grading and fair treatment accorded our customers.

Send your inquiries to

### **AMERICAN WALNUT CO.**

**KANSAS CITY, U. S. A.**

J. N. PENROD, Pres.

M. KOSSE, Sec'y.



# CLEVELAND

HARDWOOD DISTRIBUTING CENTER OF NORTHERN OHIO

## WE ARE BUYERS — SEND US YOUR LISTS

In particular, we are in the market for

Plain Oak,	1 to 2", all grades
Chestnut,	1" to 2", all grades
Poplar,	1 to 3", all grades
Poplar Squares, Cypress, Ash, Basswood	

We solicit your offerings of everything in Hardwoods

## THE ADVANCE LUMBER CO.

41 East 8th Street, Cincinnati, O. 342 Randolph Bldg., Memphis, Tenn.  
815 S. 1st St., Schuylkill Bldg., Pittsburg, Pa. Charleston Nat. Bk. Bldg., Charleston, W. Va.

Head Office: 13th Floor Rockefeller Building  
Cleveland, Ohio

## MARTIN-BARRISS COMPANY

Importers and Manufacturers

### MAHOGANY

—AND FINE—

### HARDWOODS

## THE KING & BARTLES LUMBER CO.

CLEVELAND, OHIO

## HARDWOODS

We are selling agents for the Kentucky Saw Mill Company,  
of Jackson, Ky., manufacturing Poplar and Oak exclusively.

## THE ROBERT H. JENKS LUMBER COMPANY

### WE OFFER THE FOLLOWING

4 4" 1st and 2d Poplar, 100,000 feet  
4 4" No. 1 Common Poplar, 300,000 feet  
4 4" No. 2 Common Poplar, 425,000 feet  
8 4 1st and 2d Poplar, 30,000 feet  
4 4 1st and 2d Cottonwood, 150,000 feet  
4 4 Common Cottonwood, 100,000 feet  
Box Board Cottonwood, 13 to 17 inch,  
85,000 feet  
4 4" Sound Wormy Chestnut, 150,000 feet  
8 4 Sound Wormy Chestnut, 75,000 feet

**Quartered White and Red Oak.** — We have a good assortment of on stock 3 to 4 inches thick. Your inquiries solicited.

**Plain White and Red Oak.** — A limited amount of nice stock, ready for shipment.

## The Farmer in the Southwest Prospers

Because he pays from \$8 to \$15 an acre for land that produces as good crops as land in Illinois and Indiana which sells for \$75 to \$100 an acre. The mild climate gives him earlier crops and the short winter makes stock-raising less expensive.

**You** have the same chance to prosper that is being taken by hundreds of the northern and eastern farmers.

Write for free copies of our illustrated books on Texas and Oklahoma.

Low rates to all points in the Southwest on the first and third Tuesdays of each month via



CHICAGO @ EASTERN ILLINOIS R. R.

W. H. RICHARDSON, C. P. A., Chicago, Ill.

## The Tegge Lumber Co.

MILWAUKEE  
WISCONSIN

BUYERS OF  
ALL KINDS OF

## HARDWOOD LUMBER

Our Specialty for Twenty-five Years

# RED GUM

25,000,000 feet per year.  
Perfect Manufacture. Special Treatment.  
Air and Kiln-dried.  
Rough, Dressed, Resawed and Worked.

**HIMMELBERGER-HARRISON LUMBER CO.**  
MOREHOUSE, MISSOURI

GARDNER I. JONES, Treasurer

## JONES HARDWOOD CO.

(INCORPORATED)

147 MILK STREET

BOSTON

MASSACHUSETTS

### OFFERS

#### QUARTERED WHITE OAK

118,000 ft 5 8" 1s and 2s 6" and up  
3,000 ft 4 4" 1s and 2s 6" and up  
24,500 ft 1/2" Common  
57,000 ft 5/8" Common  
10,300 ft 4/4" Common  
15,400 ft 4/4" Common Strips

#### QUARTERED RED OAK

13,000 ft 1 1/4" 1s and 2s  
117,800 ft 3/4" 1s and 2s, 6" and up  
14,200 ft 5/8" 1s and 2s, 11" and up  
10,800 ft 4 4" 1s and 2s  
1,900 ft 6 4" 1s and 2s  
19,900 ft 4/4" Strips  
4,700 ft 1/2" Common  
48,700 ft 5/8" Common  
7,200 ft 4/4" Common  
10,300 ft 4/4" Common Strips

#### PLAIN WHITE OAK

15,300 ft 5/8" 1s and 2s  
19,400 ft 3/4" 1s and 2s

#### PLAIN RED OAK

10,300 ft 4/4" 1s and 2s  
4,900 ft 10 4" Common and Better  
17,300 ft 1 1/2" Common and Better  
18,400 ft 5/8" Common and Better  
23,300 ft 3/4" Common and Better

#### POPLAR

51,600 ft 5/8" 1s and 2s  
2,700 ft 3/4" 1s and 2s  
4,700 ft 4/4" 1s and 2s  
44,500 ft 5/8" Common  
25,300 ft 3/4" Common  
21,100 ft 4 4" 1s and 2s  
4,200 ft 4/4" Clear Bright Saps  
38,900 ft 4/4" No. 1 Common  
18,000 ft 4/4" Shipping Culls  
13,800 ft 8 4" 1s and 2s  
1,200 ft 8/4" Saps  
4,400 ft 8 4" Common  
2,600 ft 8 4" Culls

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and  
Bundled

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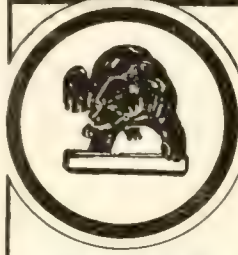
1,000,000 feet 1 inch to 2 inch Birch  
1,000,000 feet 1 inch to 2 inch Basswood  
200,000 feet 1 inch Soft Elm  
300,000 feet Quartered White Oak  
300,000 feet Quartered Red Oak  
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MAPLE		BIRCH		BASSWOOD	
1 in.	2,000,000 ft	1 in.	500,000 ft.	1 in.	300,000 ft.
1 1/4 "	100,000 "	1 1/2 "	100,000 "	1 1/4 "	30,000 "
1 1/2 "	400,000 "	2 "	100,000 "	1 1/2 "	50,000 "
2 "	1,000,000 "	2 1/2 "	50,000 "	2 "	75,000 "
2 1/4 "	200,000 "	3 "	75,000 "	3 "	4,000 "
2 1/2 "	500,000 "	ROCK ELM		GRAY ELM	
3 "	500,000 "	2 in.	25,000 ft.	1 in.	300,000 ft.
4 "	400,000 "	2 1/4 "	50,000 "	1/2 "	200,000 "
BEECH		WHITE MAPLE		ASH	
1 in.	500,000 ft.	End Piled			
1 1/4 "	250,000 "	1 in.	100,000 ft.		
1 1/2 "	400,000 "	1 1/2 "	20,000 "		
2 "	100,000 "	2 "	50,000 "	1 in.	500,000 ft.
2 1/2 "	200,000 "				

KELLEY LUMBER &amp; SHINGLE CO., Traverse City, Mich.

INCORPORATED 1902.

## The Michigan Maple Company

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# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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### Meeting Dimension Stock Association.

The next meeting of the Hardwood Dimension Association will be held at the Grand Hotel, Cincinnati, Wednesday and Thursday, February 21 and 22.

At this time details of the organization will be completed and work of great interest to hardwood dimension producers will be inaugurated.

### Change in Date of Annual of National Hardwood Lumber Association.

The dates of the annual meeting of the National Hardwood Lumber Association have been changed to Thursday and Friday, May 3 and 4, with headquarters at the Gayoso Hotel, Memphis. This change was necessary owing to the fact that the Locomotive Engineers of America had secured an earlier reservation of all the hotel accommodations between the dates of May 9 and 21.

### General Market Conditions.

With many varieties of hardwoods in short supply there is a marked impulse on the part of manufacturers to advance prices on such items to a point that will retard rather than stimulate a normal volume of business. The conditions of the market today are such that the future is a problem to the manufacturer, a puzzle to the wholesaler, and rather hopeless to the consumer.

Certain stocks are scarce and high priced, while others are plentiful at low values and with little demand. This situation makes the future quite uncertain. This second wave of prosperity over the country seems to be stirring up the labor classes in an ardent desire to share in what appears to them the vast profits of manufacturers and merchants, and the cost of labor added to the increased cost of material is now so high that people who would naturally continue large building operations are inclined to delay them until the possibility of lower cost may obtain.

The general building woods have gone much higher in proportion than the majority of hardwoods. It is thought that the present high plane of white pine, hemlock, long and short-leaf pine and North Carolina pine values are likely to be shaded somewhat before spring, and comparatively few buyers are placing orders for future delivery.

In all hardwoods, where high prices now obtain, there is not one item where the price based on cost and scarcity would seem to be unduly high, but there is always the menace to extraordinary values in that they retard buying and consumption. It is well to guard against this tendency, and the hardwood trade can exercise no better judgment than to employ conservatism in not raising prices at this ordinarily slow time of consumption to a very much higher figure.

On the other hand, there are sundry hardwoods, notably gum, maple, birch, beech, elm and basswood, that are relatively low priced, and under natural conditions should command considerably more money.

While there is nothing in the market situation to warrant anxiety about the future, still this note of warning is sounded that conservatism may prevail in the best interest of the trade.

Undeniably oak is in very short supply and will remain so for a good while to come, and the prices at which it is sold today are not unduly high. The same is true of many of the minor southern hardwoods. Red gum, from its intrinsic merits, especially the good end, should command a much higher price, and this statement is also true of maple, birch and basswood. Poplar and cottonwood have now attained a very fair basis of value, which they will both probably maintain. On the whole, one cannot look on the situation in other than an optimistic way, but it will be wise for lumbermen to go slowly on immediate material advances in price schedules.

### Convention of Hardwood Dimension Association.

As noted at the head of the editorial columns of this issue of the HARDWOOD RECORD a meeting of the Hardwood Dimension Association and all others interested in the present or prospective manufacture of hardwood dimension material will be held at the Grand hotel, Cincinnati, on Wednesday and Thursday, Feb. 21 and 22. This meeting will be presided over by Edward L. Davis, president of the association, and from the pledges of persons interested, there is an assured attendance of representatives of at least a hundred and fifty concerns. At this meeting steps will be taken to elucidate the best methods to be employed in the production of hardwood dimension of all varieties; the best systems of seasoning the stock will be explained; standard sizes and grades will be formulated, and a just basis of values suggested.

Much interest is attached to this forthcoming meeting of hardwood dimension producers over the fact that the Hardwood Manu-



facturers' Association of the United States, by reason of its action at the Louisville convention, has evidenced such interest in this branch of the hardwood industry as to promise hearty coöperation. Leading members interested in this detail of the hardwood business will be present at the Cincinnati meeting and will volunteer the best information they have on the subject. It is to be hoped that the importance of this meeting may not be overlooked by any hardwood producer in the country, and that the prospective attendance of a hundred and fifty may be increased to fully double that number.

Logically the dimension business should be the very best and most profitable part of the hardwood trade, and its deficiency is a lack of understanding of the requirements and lack of organization.

A well organized hardwood dimension association means that this industry shall be taken out of the rut in which it has fallen and be placed on a parity in profit with other divisions of the industry. Even what was accomplished by this element of the trade at its first meeting on Nov. 21 has resulted in securing quite generally a very handsome advance in price, and with the thorough completion of the organization it will be found that the business can be made one of much profit to the majority of hardwood lumber producers.

### The Veneer Industry.

On Nov. 28 and 29 last a few veneer and panel men were induced to get together at Cincinnati in a conference looking toward the organization of an association. The conference resulted in the call for a convention of veneer makers in Chicago on Dec. 19. As recounted in the *HARDWOOD RECORD*, this meeting resulted in the organization of the National Veneer & Panel Manufacturers' Association. The first meeting of this association to continue the details of the work instituted will be held at the Auditorium Hotel, Chicago, on Wednesday, Feb. 14, and thereafter it is expected that annual meetings will be held on the second Tuesday in December, and semiannual meetings on the second Tuesday of each June.

In no branch of the hardwood business, save that of dimension stock, has there been so much need of organization as in the veneer and panel industry. Ever since veneer making and panel stock production became a commercial pursuit, every man in the trade has been going it alone, with the axiomatic condition of the "devil take the hindmost." For some occult reason veneer makers have always regarded their business as an occupation to be kept secret as to details of manufacture and sale. There are many veneer plants in the country as difficult of access as the working department of the United States mint at Philadelphia. The average veneer man has alleged, "I know my business, and I am not going to take any chances on giving away my processes of manufacture to my neighbor." Comparatively few of them have ever realized that the greatest menace to business is unintelligent competition, and even thus far in the good work instituted by the progressive men in the trade, there has been but a handful of the approximately five hundred concerns in this country engaged in this line of work who have taken any interest in the association.

The *HARDWOOD RECORD* believes that if veneer makers would post themselves on the results attained from association work in nearly every other line of lumber production, they would be in attendance and join this association work to a man. No individual ever lost a dollar by participating in unity of work with his fellows in a given line of trade, and the majority have made money out of the proposition. There are no more secrets to guard in the making of veneer and laminated wood than there are in quarter sawing an oak log in a sawmill. There is no veneer maker so well posted in his calling that he cannot learn something of value to him from his neighbors, and it is sincerely to be hoped that producers generally will fall in line with the progressive men who have organized this association and assist each other in carrying out approved methods of production, just inspection and logical values.

D. E. Kline of Louisville, Ky., president of the National Veneer & Panel Manufacturers' Association, is one of the best posted veneer producers in the United States, and other manufacturers joining this movement under his leadership need not fear that he is in this enterprise for what he can make out of it personally, but

may rest assured that he is spending his time for the general good of the trade. The *RECORD* bespeaks for this association a full attendance of veneer and panel producers at the next association meeting, in the Auditorium Hotel, Chicago, on Wednesday, Feb. 14.

### Able Contributions to Lumber Literature.

It is rare indeed that two hardwood conventions are held at which are presented so many papers of merit and value to the lumber trade as was evidenced in those read at the annual meeting of the Hardwood Manufacturers' Association at Louisville and that of the Indiana Hardwood Lumbermen's Association at Indianapolis. The annual report of retiring President Vansant of the former association is well worth the study of every man interested in the trade, as his analysis of conditions, his recommendations of needs and his prophecy of the future are based on evidence of indubitable sincerity, judgment and acumen. Other papers specializing certain features lightly touched upon by the ex-president are almost equally worth reading, although not as comprehensive. A notable feature of the Louisville meeting was the address on forestry by Dr. C. A. Schenck. It was an address of a forester on forestry, from the viewpoint of one who has ceased to be a theorist, but who has become a practical forest expert from the American standpoint.

At the Indiana meeting the most notable paper presented was the one covering railroad rate legislation by Secretary John M. Pritchard. Mr. Pritchard must have given a great deal of time, thought and intelligent study to this subject to cover it in as masterly a manner as he did. The text of these valuable papers and addresses, as well as several others well worth perusal, will be found in the reports of the two association meetings in this issue of the *HARDWOOD RECORD*.

### The Furniture Sales.

The furniture sales season is in full swing in the great exposition halls at both Chicago and Grand Rapids. These semiannual exhibits of furniture and resultant sales are watched with a good deal of interest by the hardwood trade, since the volume of business done at these times is indicative of the prospective demand which the hardwood trade can expect from furniture manufacturers. The sales thus far during January, both in Chicago and Grand Rapids, have been considerably above normal, and this notwithstanding the fact that prices generally have been advanced fifteen percent over those of last year. The sales are not as large as they would have been had not a good many astute dealers, in anticipation of advancing prices, placed their orders in December at old prices. The sales in chairs do not seem to be quite as strong as in case goods. However, the lumber trade may make note that purchases above normal may be expected from the furniture manufacturing trade for some months to come.

There is a decided improvement both in design and in the character of construction and finish manifested in the exhibits of nearly every producer. The bizarre designs of the past are disappearing, and in their place are coming specimens of the woodworkers' art that never have been excelled in beauty of design in the history of the past. There seems to be a renaissance of good taste in furniture making. The bedroom furniture that is now being put out by leading makers shows simplicity and beauty of design and a substantial character. The same observation can be made concerning high-class upholstered work. While many of the chairs made are still cheap, unsubstantial and tawdry, quite a number of the more progressive makers are putting forth goods in which every line is correct, the whole of artistic excellence; and besides, having the essential desideratum of a chair—a comfortable place in which to sit.

### American Forest Trees.

Heretofore, consonant to the particular part of the lumber trade to which the *HARDWOOD RECORD* is devoted, the woods described in its series of articles on American Forest Trees have been entirely of the class known as hardwoods. So many lumbermen, timber owners, and persons interested in forestry have requested that these papers be eventually collated into book form, that it has been deemed wise to incorporate in the series articles on the leading soft woods growing in the United States. Thus white pine is covered in this issue, and from time to time the other soft woods will be as fully described.

## Pert, Pertinent and Impertinent.

### The Finish.

"The lips that touch beer, or whisky, or wine,"  
She firmly answered, "shall never touch mine!"  
And this is why a certain booze-fighter  
Reformed and married his blonde typewriter.

### Just Smile.

When everything goes crooked,  
And seems inclined to rile;  
Don't kick nor fuss nor fidget;  
Just—you—smile!

### Retrospective.

"There are no birds in last year's nests,"  
No dollar bills in last year's vests;  
And 'tisn't wise to hope that "scads"  
Will still flow in from last year's "ads."

### Value of Obedience.

To command  
should be granted to  
no man until he has  
learned to obey.

### What's Ahead.

The past is incon-  
sequential and the  
present of no impor-  
tance; it is with the  
future we have to  
deal.

### Lake Action.

Men who pay as  
they go are often  
very slow travelers.

### A Good Brand.

A good brand of  
charity is considera-  
tion for others.

### Something to Learn.

No man knows all  
that is worth know-  
ing about his busi-  
ness.

### Not Always.

It is not always  
the man with the  
highest forehead who  
has the most brains.

### Good Time.

Now is a good  
time to quit talking  
about making honest  
grades and make  
them.

### The Liar's Habit.

If a liar accident-  
ally tells the truth,  
he usually tries to lie  
out of it.

### Wouldn't It?

If some men were  
paid according to  
their worth, starva-  
tion would be their  
fate.

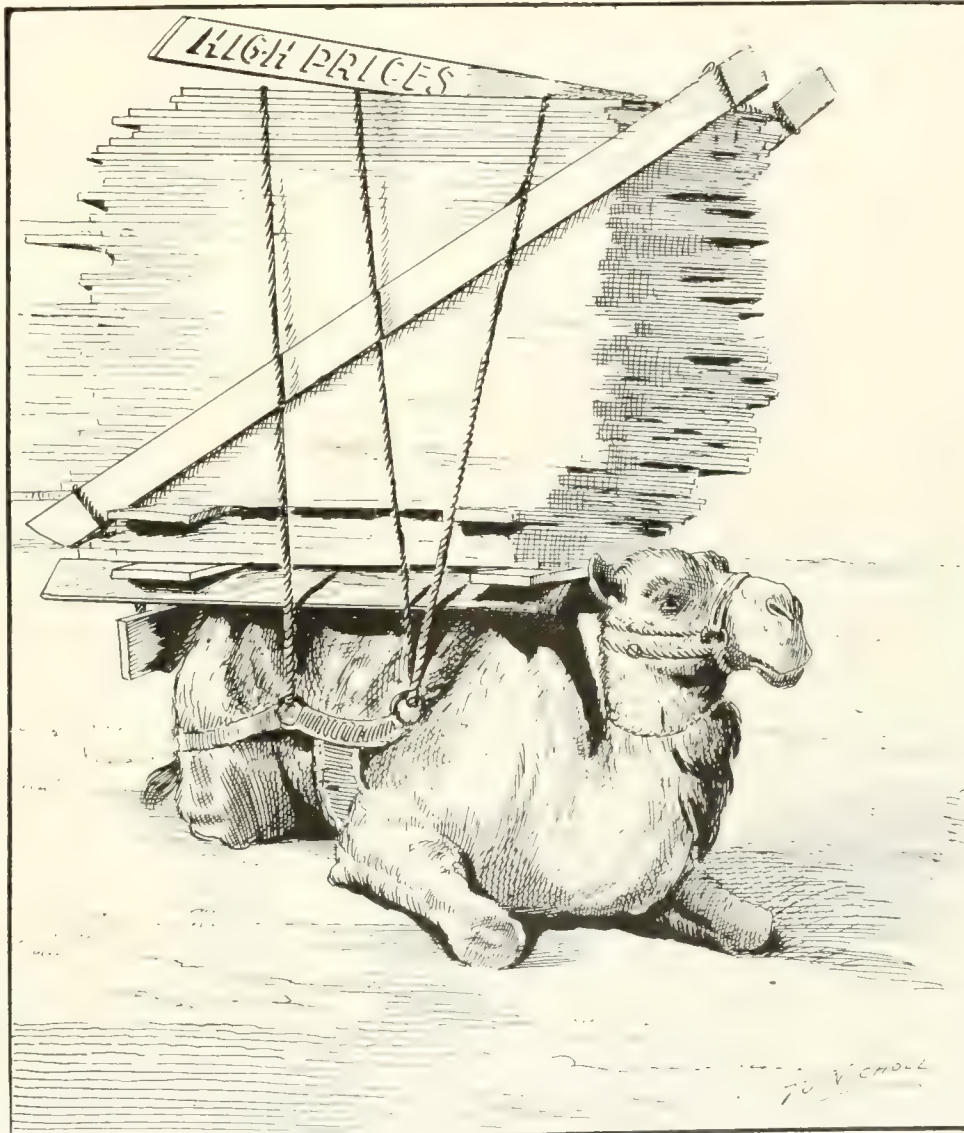
### Respect for the Kicker.

The world has the reputation of loving  
a peaceful man, but it always gives the  
right of way to a vigorous kicker.

### Gospel.

Educate your trade to the value of good  
grades; gaining trade by cut prices and in-  
ferior inspection usually involves a large  
degree of misrepresentation.

## Remember.



It's the last straw that breaks the camel's back!

### Discretion.

Discretion is the art of being on the  
other end of the telephone when you call  
a man a liar.

### The Right Way.

When you write to a man, read your let-  
ter carefully and then mail it; when you  
write to a woman, read it carefully, then  
burn it.

### Life.

Everything is believed by the old; every-  
thing suspected by the middle-aged; and  
everything known by the young.

### Sure.

When you have never heard a man's  
name in the course of your life, it speaks  
volumes for him; he must be eminently re-  
spectable.

### A Good Partner.

Every-day common  
sense is a pretty good  
business partner.

### Once At Least.

Once in every  
man's life he has an  
ambition to become  
an inventor.

### The Ending.

The man who is al-  
ways about to do a  
lot of great things  
ends up by doing a  
few very small ones.

### Procrastination.

A lifetime job  
comes to him who  
waits for something  
to turn up.

### Wisdom.

It is the part of  
wisdom to settle a  
quarrel before you  
begin it.

### Don't Go Far.

The man who rides  
a hobby never gets  
far from home.

### Sure.

It is the wise em-  
ployer who knows  
how to do things he  
employs others to do.

### Usually.

Doing nothing is  
very likely to amount  
to doing wrong.

### The Work of Fools.

Fools make the  
world that wise men  
may live in it.

### Not Wise.

It is not wise to  
try to be anybody  
but yourself.



# AMERICAN FOREST TREES.

TWENTY-SIXTH PAPER.

## White Pine.

*Pinus strobus* Linn.

The range of growth of white pine is from Newfoundland, the northern shores of the Gulf of St. Lawrence to Lake Nipigon and the valley of the Winnipeg River, south through the states which border on Canada, through central Illinois, Nebraska and Iowa; in the east to the coast, and along the Allegheny mountains to northern Georgia.

It is known as white pine in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Virginia, West Virginia, North Carolina, Georgia, Indiana, Illinois, Wisconsin, Michigan, Minnesota, Ohio, Ontario and Nebraska; Weymouth pine in Massachusetts and South Carolina; soft pine in Pennsylvania; northern pine in South Carolina and Tennessee. The name Weymouth pine is said to have been given to the tree by English settlers, in memory of Lord Weymouth. This is undoubtedly an error; it is more probable that the name comes from *wehmuthskiefer*, meaning melancholy pine.

The white pine tree is conical in shape, with wide-spreading branches extending horizontally. It reaches a height of from seventy-five to a hundred and seventy-five feet. It is from one to six feet in diameter, and sometimes larger. It fruits in September. The bark of the tree is a light greyish-green. On young growth it is smooth, but becomes dark and rough as the tree ages. When very old the bark is sometimes an inch and a half thick, with distinct scales, deeply fissured and rugged, having an inner layer lighter in color and about a sixteenth of an inch thick.

The leaves of white pine are from three to five inches long. They are simple, and are thickly arranged on the branches, in clusters of five. When first appearing they have short sheaths which drop away quickly, exposing the three-sided, needle-shaped leaf, which is a light green in color and glaucous. The white pine needle is the softest and most delicate of all the species. The fruit is a reddish brown cone, from four to six inches long, narrow and slightly curved; the scales which compose it are thin and blunt; somewhat resinous. It contains winged seeds.

upon drift formations where it often forms extensive forests. It is frequently found scattered through hardwood timber lands, and, in fact, reaches its greatest development under these conditions.

The wood weighs from twenty to thirty pounds per cubic foot. It is light and very soft; not strong. It is exceedingly close,

smell and a lively, vigorous flame; the embers glow in still air; the ashes are grey or white. The wood has a distinct turpentine taste, nearly as strong as that of pitch pine.

White pine is more largely manufactured into lumber, shingles, laths, etc., than any other North American tree. For years it has been the most common and valuable building material of the northern states, and is extensively used in cabinet-making, interior finish, and in the manufacture of matches, woodenware, spars, boxes, and articles too numerous to mention.

An authority (Hogdson), in speaking of the great variety of uses to which white pine is put, says: "It is the most useful and the most democratic of woods. It is found in the halls of the great and powerful, and in the cottages of the most humble among us. It is vigorous, plain or ornamental, and not out of place either in the backwoodsman's cabin or in the stately cathedral; it adapts itself to every condition that circumstances may place it in. White pine can be made to look like any known wood, but is at its best when left natural and finished in clear shellac. There is no wood that grows which will convey so cheerful a feeling to the beholder as white pine finished in a natural state. Next best to being finished in a natural state, is to finish it to imitate mahogany or light cherry, which coloring it takes readily. Where pine is to be either stained or left natural, it should be quarter-sawn, as it will show a finer grain, shrink less and last longer. The softness of its texture and its susceptibility to injury may have had some influence in preventing its general use for ornamental purposes, but the wood can be 'filled,' so that much of this objection is removed. Its pure white color, as compared with other woods, recommends it for purposes for which holly has been heretofore used; and the size of the timber from which clear boards may be cut is



TYPICAL WHITE PINE GROWTH, MOUNTAIN REGION  
WESTERN NORTH CAROLINA.

straight-grained and compact; easily worked and free from knots. The surface is smooth and brilliantly lustrous, susceptible to a high polish. In color it is a brownish-pink, having a yellowish or even cream-white sapwood. The bands of summer cells are inconspicuous and the resin passages small; medullary rays are numerous. White

pine burns well with a tarry, pungent

greatly in its favor, boards of a width of sixteen and even twenty inches being not uncommon, with no shade of distinction between sapwood and heart, and only the faintest perceptible grain."

During the latter part of the seventeenth century all small silver coins of the Massachusetts Bay Colony bore the device of a white pine tree. About this time an enact-





TYPICAL WHITE PINE TREE, NORTHERN MINNESOTA.

ment announced that after Sept. 21, 1772, in New England, New York and New Jersey, in America, no person should cut or destroy any white pine trees growing in any township or its bounds, without his Majesty's license.

The halftone accompanying this article, illustrating the bole of a white pine tree, is from a photograph made by the writer at Pineola, Mitchell county, N. C. This tree was in the forest of the W. M. Ritter Lumber Company and was approximately fifty inches in diameter and had a height of one hundred feet to the first limb. It was an unusually fine specimen of southern white pine growth, and is published to show that white pine of a very fine type exists in the high ranges of the Blue Ridge. The forest picture of white pine growth was photographed in northern Minnesota, on one of the Weyerhaeuser properties. The other picture, showing an individual white pine tree, is also from a photograph of northern pine. Hence the pictures typify the highest class of southern white

pine growth and present day northern white pine of not particularly high character. The smaller photograph of the white pine stump on which is placed a bunch of white pine straw and cones was made by the writer near Sutherland, Tenn., on the property of the Tennessee Lumber & Manufacturing Company. The tree that grew on this stump was more than five feet in diameter and had a height to the first limb of one hundred and ten feet.

The white pine of southern latitudes, while of the same botany as the white pine of the North, has somewhat different physical characteristics. The character of the white pine of the North is very accurately described in a previous paragraph in this article. The southern growth is harder in texture and almost invariably the lumber cut from it has a red tinge, especially after being seasoned. In the white pine of the North the knots are often large, black and loose, especially in timber producing a high percentage of shop lumber and better. On the contrary, the knots in southern white

pine are usually round and sound and very often red. At one time white pine in the North existed that would develop from selected logs fully twenty-five per cent of first, second and third clear lumber, while no white pine growing in the South, even from select logs, has ever shown over five per cent of uppers. Southern white pine makes an excellent quality of common lumber, but has a comparatively small percentage of high quality. In relative value the remaining white pine of both northern and southern sections has about an equal value, although the northern product, on account of its being somewhat lighter and more uniform in texture, commands a little higher price in markets where they come into competition.

The white pine of the North very generally was a pure stand of timber covering, in many instances, unbroken forests of many thousands of acres. In other sections it is found intermingled with Norway, hemlock and hardwood growth. The white pine growth of the South exists in the form



STAND OF WHITE PINE TIMBER, NORTHERN MINNESOTA.



it occurs, usually comparatively small, and it also is occasionally found intermingled with hardwoods and hemlock.

There is no comprehensive body of white



WHITE PINE STUMP AND FOLIAGE EASTERN TENNESSEE

pine remaining in the South at the present time, and the great original white pine area of Maine, Michigan and Wisconsin is well-nigh a thing of the past. Northern Minnesota and the Dominion of Canada still contain a good many thousand acres of virgin white pine timber, but a comparatively small portion of this approximates the high-class growth that was cut and converted into lumber at an earlier date.

White pine is essentially the king of American soft woods, and of soft woods the world over, so far as that goes. It is undeniably the best known wood that this country possesses, and it has been utilized for more purposes than any other. Its uses and usefulness are so broad as to preclude



WHITE PINE FOLIAGE AND FRUIT

the possibility of enumeration, and while substitution has taken place for many purposes, there are some for which white pine seems to be practically indispensable.

## Builders of Lumber History.

NUMBER XX.

William Wilms.

(See Portrait Supplement.)

It is one of our American idiosyncrasies to believe our men are the greatest exponents of business on earth, and we seldom take into consideration the racial or hereditary advantages which go so far in the make-up of what is called success. The business man may have the tact of the Irish, the pertinacity of the English, the logic of the Scotch, or the certain knowledge of the German; given any one of these and tried by American methods, he comes forth with the hall-mark of quality to which we point with pride. The American business man may have been born with one of these attributes, perhaps has had others thrust upon him, but in his steady march up the ladder, he manages to acquire them all.

William Wilms of Chicago, the recently elected president of the Hardwood Manufacturers' Association of the United States, is preëminently an American business man, although he was born in Germany. Mr. Wilms is full of the energy and ambition of youth. He was born in Lübeck, Sept. 11, 1868, and was educated in his native country. Leaving school, he entered the service of a Scandinavian exporting house, and afterwards served the year in the army without which no German youth's education is complete. To this year's training he doubtless owes the fine physique and erect carriage which distinguish him from most men devoted to business.

After his army experience Mr. Wilms felt that he had not yet made the real selection of his life work, and in 1893 he went to Central America, where he was for several years identified with mercantile and banking interests. While in Guatemala he was recommended as the man to collect a large amount of money for the Reliance Lumber Company of Beaumont, Tex., due it from the Guatemala & Northern railroad. This led to his becoming identified in 1897 with the Reliance Lumber Company. His knowledge of conditions in Central America made him a most valuable factor in the concern until it became a part of the Kirby Lumber Company. Then the young man transferred his services to the United Lumber Company of Beaumont, Tex., and later became purchasing agent for S. Pearson & Son of London, which firm had offices at Vera Cruz and other points in Mexico and Central America.

Through a friend he was introduced to Herman Paepcke, president of the Paepcke-Leicht Lumber Company of Chicago, who was on the lookout for young men of promise in his business. After an interview Mr. Paepcke said to the young man, "I will give you your chance, but you must be content to begin at the bottom of the ladder." It is most significant of the character of the Hardwood Manufacturers' Association's new president

that although at this time he was earning a good salary, he was able to see beyond the small position and emolument greater things than he could hope to gain from his present state. He promptly accepted the offer and took the lowest position in the office of the Paepcke-Leicht Lumber Company—that of bill clerk. His practical ability as an accountant, organizer and salesman, with his knowledge of seven modern languages and the experience which living in many countries brings, made him of great value from the first.

With true German thoroughness he set himself about the task of acquiring an understanding of lumber manufacture and grading and of all the other details necessary to the proper conduct of a vast business which manufactures and handles about 120,000,000 feet of hardwoods, mostly cottonwood and gum, annually. In four years he rose from his humble position to that of vice president of the largest hardwood concern in the world. He went into the woods, studied tree growth, logging, sawmilling, seasoning and remanufacturing into boxes, and concentrated his enthusiasm, thought and energy upon his business. Today he is a representative man of his class. This the Manufacturers' Association accounted him when it conferred upon him its presidency, as a tribute to his strict integrity of method and direct manner of keeping matters in hand. The southerner may sometimes "reckon" on the course of lumber conditions, and the northern lumberman may "guess" as to their fluctuations, but the methodical German mind speaks from actual knowledge—knowledge which does not omit the smallest detail as unimportant in its conclusions.

In September, 1904, Mr. Wilms married Miss Lydia Paepcke, daughter of Herman Paepcke. One son has been born to them. Mrs. Wilms is as great a lover of trees as is her husband, and many of their outings are passed in virgin forests, where the hard-headed business man invites the witchery of the woods to bring him respite from the humdrum and ever-busy life of the energetic lumberman.

### Coming Association Meetings.

February 11—National Veneer & Panel Manufacturers' Association at Auditorium Hotel, Chicago.

February 21 and 22—Hardwood Dimension Association, Grand Hotel, Cincinnati.

March 7 and 8—Fourteenth annual meeting of the National Wholesale Lumber Dealers' Association; place of meeting yet to be decided upon.

May 3 and 4, 1906—National Hardwood Lumber Association, Gayoso Hotel, Memphis, Tenn.

The saw, planing and veneer mills, crate factory, railroad line and 60,000 acres of timber land the property of W. G. Welles of Neocate, Fla. have been acquired by D. G. McKethan and Alex. Page of Jacksonville, Fla. The consideration was \$250,000.



WILLIAM WILMS  
CHICAGO





# A Lumberman's Letters to His Son.

NASHVILLE, TENN., Jan. 21.

MY DEAR SON: I am just back from attending the hardwood lumber conventions at Louisville and Indianapolis, and I believe that your old dad has got rattled. When you visit the conventions of the hardwood manufacturers you are thoroughly convinced that they have got the jobber on the mat for sure, and that he will stay there until he can be counted out. When you get mixed up with a bunch of hardwood jobbers in a convention, you are just as certain that among the things they are thinking of is the fact, I am not buying any lumber, and I don't believe I shall be able to until the enthusiasm over these association meetings dies away. The manufacturers down in this section don't seem to think there is any other spot on the hardwood map except here in the big bend of the Cumberland, and simply say "This is the price and this is the grade; put up your coin or go along and peddle your papers."

Fortunately I am pretty well fixed with stock to carry us through until spring—and I can't stand being bulldozed anyhow. Probably shall not buy a foot of lumber on this trip. Be on the safe side and hold the price of oak stiff; they are actually selling it down here for more money than we are asking for it in Chicago, and it may be that we will eventually come into a little of the good thing, and get a decent profit on what stock we have on hand.

I note your report on the slow demand in the eastern field. This is as I said it would be. Those chaps down east put up the hottest kind of a fight against advancing values. I am inclined to think they will have to pay the price to get lumber, but they may be able to work their rabbit foot on us once more and break prices on some items. As I figure it out right now, the jobber is between the devil and the deep sea. He knows what he is up against on the buying end all right enough, but he cannot look far ahead on the sales proposition. This game is not what it used to be, since these manufacturers have learned all the schemes that used to make quite a bunch of money for the jobber and have picked up a lot of new games that the jobber never thought of and wouldn't have dared try to spring if he had.

I am going to cruise a little bunch of timber in Arkansas next week, and if it looks all right shall probably buy it. If I do, I am going to build a sawmill and send you down there to learn to run it and take quinine and calomel. I have about made up my mind that the manufacturing end is the right side of the box in this hardwood proposition.

Your affectionate father.

P. S. Your mother writes me that you have fallen by the wayside with the Frisco bunch of petticoats. It's too bad; I was in hopes your mother had dug up a scheme for you to get a living without working for it. It looks as though getting rich before you got caught at it has been worked to a finish.

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### From the Viewpoint of a Poplar Manufacturer.

The following communication from A. J. Gahagan of the Loomis & Hart Manufacturing Company of Chattanooga is herewith reproduced, as illustrating the viewpoint of trade conditions and outlook taken by a very competent manufacturer in one of the leading poplar centers of the United States:

We have not seen a more active December in lumber lines in several years. Contrary to all precedent in the past so far as we have taken notice, instead of there being a checking up in orders immediately preceding the holidays there has been an exceptionally large demand for all merchantable grades of lumber. The demand for pine for building purposes has never been so great. In all the prominent southern cities, particularly so in the manufacturing centers, building operations during 1906 will be far in excess of any other year in the past history of this section of the country. There is no evidence in sight that there will be any holding up in new building enterprises in the southern states during the next six months. On account of the mild climate work will go on right through the win-

ter, unless it would be during exceptionally cold periods that do not as a rule last very long. It would be safe to say that in the consumption of hardwoods, taking the country as a whole, 1905 is the banner year. The year will close with an upward tendency in prices on all kinds of lumber.

In this market there have been more orders received during November and December than during these months of any past year and the orders placed for immediate shipment in December will be far in excess of orders entered in November, and every indication pointing to an active demand for lumber during January and February. The river mills have received about a million and a half feet of logs during December and the supplies that will come during the next six months will be far short of the supply for any year since 1890. The quality of logs will every year show a depreciation in grade. Before the supply that can be placed on the market from the logs coming in by water during the winter season is in shipping condition, everything in the yards here now will have been shipped out if the demand continues anything like it has been for the past few months.

Low grade oak is selling actively and at better prices than at any time during the past two years. High grade oak and high grade poplar are almost out of the market, scarcely a carload to be had. Medium and low grade poplar are moving more actively and at better prices than at any time since the beginning of 1904. Nos. 1, 2 and 3 common poplar have moved very slowly during the past two years, but large orders are now being placed at very satisfactory

prices and stocks being shipped rapidly. One of the Chattanooga mills which has held large quantities of Nos. 1, 2 and 3 common, particularly in 4-4 thickness, has entered orders during the past two weeks which have almost exhausted stock. The same firm has been offering sound wormy chestnut in liberal quantities for the past six months. It has on its books now orders for this grade of chestnut amounting to more than a half million feet, and has to-day refused orders for any more. In the way of ash, which has been in active demand all through the year, there is nothing to be had in quantity and particularly so in thick stock. There has been considerable ash in the past in the Chattanooga market, and there is perhaps not a single carload of three and four inch ash in the city to-day.

People who have contracts made ahead to supply themselves with lumber are fortunate. Those who have sold ahead for future delivery unless they have the stock now on sticks will be the losers where transactions are large. It is only the pessimist who sees trouble in the future, and it would not be surprising if lumber is twenty-five percent higher before another twelve months roll around.

### Shuttle Blocks.

The editor has a communication from a dimension manufacturing house in Alabama soliciting information on the subject of making shuttle blocks of persimmon or cornel wood. The correspondent wants information about the standard sizes of such blocks, grades of stock and approximate values. The editor would very much appreciate information on this subject from anyone familiar with this class of material.

### Grey and Rock Elm Logs and Lumber.

The HARDWOOD RECORD has a communication from Antwerp, Belgium, making inquiry for source of supply for good elm logs and lumber, both or either grey and rock elm for that market. Anyone wishing the address of this correspondent can secure it by advising the editor, preferably accompanying letter with specifications and prices.

### Probable Settlement of Car Stake Controversy.

The car stake and equipment complaint was called for hearing by the Interstate Commerce Commission at Washington, Jan. 11. The defendant railroads were fully represented by counsel, and many witnesses on their behalf were present. The following associations, plaintiffs in the case, were well represented by officers and prominent members: Philadelphia Wholesale Lumber Dealers' Association, Pittsburg Wholesale Lumber Dealers' Association, National Hardwood Lumber Association, Northwestern Cedarmen's Association, Lumber Exchange of Philadelphia and Lumber Exchange of Baltimore.

The railroads in official classification territory amended their answers, conceding an allowance of 500 pounds for equipment on flat and gondola cars, to take effect Feb. 1, 1906. Three days were taken up in hearing the testimony of witnesses for plaintiffs, after which it was decided that a conference be held between committees representing the lumber interests and the railroads, for the purpose of settling amicably the differences which have arisen between them. The conference will be held Feb. 1 at Old Point Comfort, Va., and the committee for the plaintiffs requests that each association, whether a party to the complaint or not, shall send one or more representatives to the meeting to the end that the committee may receive all possible help and suggestions on settling this important matter. In case no agreement is reached between these opposing factions, the hearing will be resumed before the Interstate Commerce Commission in March.







timber were wantonly destroyed. Other millions of acres were depreciated and largely ruined, and the choicest trees of other millions of acres were felled and cut into badly manufactured lumber, and, worse still, this placed upon the market unseasoned and not fit for use.

The commercial history of the hardwood business during all this time was bad; it was difficult for any manufacturer to know in advance that he would make any profit in his business, or market his lumber in a satisfactory manner; and it has only been within the last few years that the hardwood manufacturer could, with any degree of certainty, expect a dollar's profit.

#### PRESENT CONDITIONS.

We present day manufacturers of hardwood are just learning our trade and with former forest conditions existing could easily carve out fortunes, but today we generally stand confronted with sparse and depreciated forests, for the most part located at long distances from market, and it is almost impossible for us to succeed without the aid of experience, skill, good judgment, industry and the coöperation of our fellows in the trade. It is incumbent upon every man who would succeed to be on the alert, study his business thoroughly, analyze every feature of it, learn something about it every day, and be satisfied that he has done his best only when he has mastered the details of the most approved methods in the trade. To do this, he must learn from the experience of others, as well as himself, and should be equally ready to assist others to learn best methods; this can be done through this organization and by exchanging our views liberally with each other.

#### INSPECTION.

I want to impress upon you the principle upon which this association was built. "To every man a square deal." Our inspection rules are fashioned so that the consumer can not only obtain uniform grades of lumber, but grades best suited to his requirements, at a minimum cost; grades that also logically can be produced by the manufacturer with economy of material and commensurate with qualities obtainable from today's recognized standard of timber. That the grades are high I will admit, but it is by reason of this excellence that we retain the respect and confidence of the buying public.

Above all things I wish to commend the impartial system of reinspection, originated, put in force and carried out by this association, by means of which no member, through either ignorance or intention, can successfully market his lumber without giving due heed to the tenets of this association—just and fair treatment to every buyer.

I want to again impress upon you the essential importance of branding your lumber. In my annual address at Nashville last year, I said:

"Every man has, or should have, a just pride in the goods he manufactures, and to the end that a manufacturer may not lose his identity in the trade, I would suggest that this association make provisions for a specific trade mark, or brand, for every member, which he can either stencil or brand upon his lumber, in addition to the grade mark. This system would insure a means whereby any piece of lumber manufactured by a member of this association could be traced to its origin, which would be a protection to the individual manufacturer, as well as tend

to stimulate him to better methods in production, and to more careful methods in the inspection and shipping of his product.

With double emphasis, I want to commend your action at our last meeting, and again make the recommendation made at Nashville: "Let there be a determined demand of this association that all its members avoid the demoralizing practice of manipulating or changing established grades so as to enable the unscrupulous to impose on the consumers of our lumber." No member of this association, in my opinion, should, at any time, permit this to be done with any of his products, or lend his assistance to

replying promptly to requests from the secretary's office for such information as it is necessary for them to have in order to carry on this work intelligently. While it will only take a short time to respond to these requests, it is of vast importance to the secretary that he should be assisted in carrying on his work.

CONCERNING THE BUSINESS YEAR.

The prosperity that has attended the hardwood manufacturing industry of the United States for the year 1905 is now a matter of history. It has been marked by greater material success than has ever before fallen to those engaged in hardwood production. While the cost of production and manufacture show a decided increase over former years, lumber values have also shown an increase in almost every variety of wood, until today a satisfactory standard of value has been attained. Equally satisfying is the fact that consumers are cheerfully accepting the basis of hardwood values as being just, and have amended their limits on a great variety of manufactured products that require such vast quantities of hardwood, so that any possible burden of increased cost is equitably distributed, and does not fall as a hardship upon any division of the final and consuming trade.



R. H. VANSANT, EX-PRESIDENT,  
ASHLAND, KY.

this scheme. If those who have permitted this to be done fully realized the detriment to trade and the injustice that is practiced by those who buy and ship their product in this way, I feel sure it would be stopped at once.

#### COMMITTEE ON INSPECTION.

The committee on inspection was continued from our last meeting, and will make a report which I trust will embody no recommendations for radical changes in the grades on the recognized standard hardwoods. The history of the past has demonstrated that our grades as now authorized, meet the approval of the majority of hardwood buyers.

As there are quite a number of minor hardwoods coming into the market at present, of which the physics and character have been little understood in the past, it may be deemed wise to alter or add to the grades of such varieties to meet the requirements of a just inspection from the viewpoint of recent experience.

#### GRADING BUREAU.

Our grading bureau has been carried on to the manifest advantage of the association, and to increase its efficiency I recommend that the number of its members be enlarged, so that an expert on all hardwoods be included in the bureau, and that the number of members be sufficient to insure a visit to the plant of every member of this association by one or more of them, at least twice every year.

#### STATISTICS.

The value of the documents sent out to the members for their information, concerning general trade conditions, building permits of the chief commercial centers, records of stocks in first hands and individual commercial reports,

are growing in appreciation, as forming a basis for every man to make an intelligent estimate of what lies in the future for his business.

I want here to call your attention to the importance of the members of this association



JOHN B. RANSOM, VICE-PRESIDENT, NASHVILLE, TENN.

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These satisfactory conditions of the hardwood manufacturing and consuming industry bid fair to continue indefinitely, as there are no clouds on the commercial horizon. While 1905 has been a record-breaking year in the construction of high-class buildings, consuming large quantities of hardwood, in railroad and street-car work, in wagons, carriages and automobiles, and in furniture and agricultural implements, the demand for hardwood in 1906 looks even more promising.

#### PRICES.

At your annual meeting a year ago, impelled by the necessity of obtaining just profits, it was with temerity that you recommended a schedule of prices that would place in relative value several items of hardwood which were fast becoming of short supply. The sagacity of your judgment has been proven, and the courage of your convictions has been rewarded.

The opening of the year 1906 shows less hardwood in the hands of producers, wholesalers and consumers than at any time since the hardwood lumber business became a great commercial pursuit. Prospects are also meager for an increase of these stocks to anything like normal, for months to come. You may therefore deem it wise to analyze the conditions of hardwood stocks, prospective demand and the possibility of increased or decreased production, with a view to suggesting such changes in present prices as will meet the conditions of supply and demand.

#### THE LUMBER PRESS.

I want to say a word concerning the lumber press. With few exceptions, the gentlemen who so intelligently conduct these newspaper enterprises have recognized the manifold reasons that impelled the organization of this association, the spirit of fairness that has invariably prevailed at its meetings and the justice of the work that has been carried on by it. In a like spirit they have treated your officers with justice, respect and consideration.



LEWIS FOSTER, SECRETARY,  
COLUMBUS, O.

to stimulate him to better methods in production, and to more careful methods in the inspection and shipping of his product.

"That a special and universal mark be given to each grade of lumber manufactured by mem-



I desire to return my sincere thanks to them for their treatment during the time I have been vice chair officer, and urge every member of this association to recognize the importance of the newspaper public and the fact that they are



J. C. BURCHETTE, ASSISTANT SECRETARY,  
COLUMBUS, O.

enabled to our support and consideration, as these men have, in no inconsiderable measure, contributed to our success.

I think that every member of this organization can logically congratulate himself upon the success that has attended the Hardwood Manufacturers' Association. When I consider the methods of manufacture, grading and receipt of lumber that prevails today, as compared with the chaotic conditions that obtained in every branch of the business when this association came into being, I assure you that, personally, I am extremely proud of it, and know that as time and the organization go on, I will be the wonder of it.

In closing as your president, I want to thank not only the executive board and other officers who have so faithfully worked with me, sparing neither time nor expense to contribute to the welfare of the association, but each and every individual, for his loyalty and support.

As you must know, the detail of the work, ever increasing since you first made me your president, has taken much of my time and energy. However, I assure you that both have been cheerfully given, not solely as a labor of love, but largely for the privilege of assisting in working out the principle involved in the inception of this association. "Fair play and a square deal," and as I see this principle firmly established today in the hardwood manufacturing industry of this country, I shall always have a profound sense of pride that I have contributed even in a slight degree to the betterment of my fellow calling, and to the well-being of my fellow men in the trade.

Gentlemen, I thank you.

R. H. VANSANT, President

The report of the secretary followed, which was read by the acting and assistant secretary, J. C. Burchette, owing to the absence of Secretary Foster.

### Report of Secretary.

Mr. President and Gentlemen: In presenting to you a report of the work of the secretary's office for the year 1904, I desire to state that J. C. Burchette, acting as the secretary, has been in Europe, owing to serious illness, and has been unable to prepare in his absence, and has been unable to attend to the duties of the secretary's office.

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Mr. President and Gentlemen:

In the report of the secretary, there was a statement that the number of members of the association for the year 1904, showed an increase of 100 members, and in the same table the estimated annual output of the association was given. We have had the pleasure of receiving this year to date, a statement of the output of this kind, and it is a pleasure to be able to report that the association has been able to estimate with con-

siderable accuracy the output of the association to be 1,250,000,000 feet. Not all members have reported, owing to inability in many cases for them to gauge their output for 1906, caused by climatic conditions.

During the past year a few of the members have withdrawn from the association for various reasons, and a few have been dropped for non-payment of dues, but at the same time we have enrolled more new members than have resigned, and all the new members have taken a very active interest in the association work, and show promise of giving most active and loyal support to our efforts for the benefit of manufacturers.

### MONTHLY STOCK SHEETS.

One of the first features adopted by this association was the issuance of monthly stock sheets, showing surplus stocks on hand and items of stock in short supply. This system has been in constant use at all times and has been highly spoken of by every member who has used it. We have endeavored to increase the efficiency of this department by issuing these twice a month, beginning the latter part of the year. This enables the members to get quicker returns on their memorandums submitted, and enables the secretary's office to have on hand at all times an up-to-date list of stock wanted and stock for sale by our membership. We are always open for suggestions for improvement in this system, and believe that if every member of the association would promptly return the memorandums sent out on the 1st and 15th of each month, the value of these stock sheets would be doubled to the users thereof.

We append hereto a tabulated statement show-



J. V. HILL, CHIEF INSPECTOR,  
COLUMBUS, O.

ing the total amount of each of the different kinds of wood that have been shown on these stock sheets during the year.

STOCK ADVERTISED IN THE WANT AND FOR SALE DEPARTMENT FOR 1905, UP TO AND INCLUDING ISSUE OF NOVEMBER 15.

	For Sale Feet	Wanted Feet
Ash	516,000	1,658,000
Basswood	2,095,000	478,000
Birch	2,528,000	312,000
Cherry	286,000	800,000
Chestnut	5,182,400	1,066,000
Cottonwood	722,000	550,000
Cypress	107,000	1,050,000
Elm	2,733,500	724,000
Gum	3,251,700	1,880,000
Hickory	3,111,000	440,000
Maple	1,646,000	312,000
Plain Oak	7,648,400	7,230,000
Quartered Oak, white	9,665,400	2,314,000
Quartered Oak, red	2,689,000	181,000
Quartered Oak, strips, white	246,000	
Quartered Oak, strips, red	25,000	
Poplar, rough	26,800,000	9,000,000
Poplar, dressed	800,000	120,000
Sycamore	176,000	300,000
Walnut	2,925,000	1,350,000
Total	77,000,800	29,700,000

### REPORT OF GRADES.

In the report made last year, it was suggested that an effort would be made in the year 1904, to show the shipments of each kind of wood, but as one-half of the members have shown on their assessment blanks no distribution of the total shipments, we were unable to submit this information, but would again request that the

amount of each kind of wood be inserted on the blank submitted for that purpose, realizing that this information is extremely valuable to the secretary's office, in making compilations, and is held in absolute confidence, no individual information at any time being given out.

The total shipments reported do not show any larger than for last year, which was owing partly to the fact that the early part of the year saw a rather slow demand, and also in great part to the inability of railroads to provide sufficient equipment to move the stock. The latter part of the year the demand became very strong and far exceeded that of the same period last year, members reporting that orders for the last two months of 1905 exceeded those at the same period in 1904 by fifty-two per cent; other reports show that orders were at least one hundred per cent greater the last two months of 1905 than in 1904. The same kind of reports come from all sections varying only in amount. A careful report of the entire shipments of our membership is being compiled, and will be subdivided into states and also show amounts received each month. This compilation is not yet in shape for publication, but will appear in detail in our full published report to all manufacturers. The total shipments, however, were 775,000,000 feet.

### RULES OF INSPECTION.

During the past year we have received more requests for the grading rules adopted by this association than in any previous year, with the possible exception of 1902. The rules now published are the same as those which were adopted in 1902, except that in later editions typographical errors made by the printers have been corrected and that the slight changes made in gum and cottonwood rules at our last annual meeting have been incorporated in the editions distributed in 1905.

The requests for these grading rules continue to come from all sections of the country, as well as abroad, and represent all departments of the hardwood industry, from mill inspector to final consumer, and judging from the correspondence received at the secretary's office they are becoming more popular with the consuming public as they become better understood.

We have received a number of suggestions along the line of setting out under the heading of each wood the defects that are peculiar to that wood, etc., which would make the rules even more explicit and obviate any possible misinterpretation. These suggestions have been submitted to the grading rules committee and will no doubt be given attention.

### REINSPECTION DEPARTMENT.

There is no department of our association work that receives more careful attention in our office than this. Appreciating that in the working of this department the principles of the association are brought more clearly before a class of people whose interest in the hardwood industry is next to your own, to-wit, the consumers, we have used our best efforts, and believe we have been successful, to employ a corps of inspectors whose integrity, competence and ability to interpret our grading rules are above question. It requires no little amount of skill



A. J. GALLAGHER, CHATTANOOGA, TENN.

and diplomacy for an inspector who is an absolute stranger to approach a man who has made a claim for inferior stock on short count, make the reinspection of the shipment and leave him in an amiable frame of mind without the fear



is one of his own in inspection or interpretation of the rules or that of the shipper. But that we have been successful in obtaining these results will be seen from the number of reinspections we have made that have been settled in accordance with our inspectors' reports.

We have not made as many reinspections this year as in some years past, owing, we believe, to the fact that our members are adhering more strictly to our rules and their inspectors shipping more even grades. Up to Jan. 1, 1906, we had a total of 241 requests for reinspections, and of this number 38 were not reinspected, owing to the disputes being settled before the arrival of our inspector, or to the fact that the stock was not in condition to be reinspected, being mixed with other stock. We have lately made inquiry among those for whom our inspectors have made reinspections as to the basis of settlement and find that out of the 203 reinspections actually made 164 have been settled in accordance with inspectors' reports; 5 were not settled in such manner, 10 were not yet settled, and the balance, 24, have not yet reported. We know of none that were not settled in accordance with the inspector's report when agreement was made in advance that the shipment was made subject to reinspection by one of our officials. We would also state that 23 reinspections have been made for manufacturers who are not members of our association but who are using our grading rules, and all of these disputes have been settled on the basis of our inspectors' reports except one.

For the benefit of new members it might be well for us at this point to state that when a request is made for a reinspection of a car at destination we immediately advise the customer of the request and ask him to hold the stock intact for such reinspection, and that if it is not in condition to permit identification by reason of being mixed with other stock to kindly advise us; this is to avoid the expense of sending an inspector on a futile errand. We use the same methods in making reinspections for non-members, except that we make a per diem charge for the inspector's services, which are free to members.

#### GRADE SYMBOLS.

President Vansant, in his address at our last annual meeting, recommended that a special and universal mark be given to each grade of lumber manufactured by members of this association and that this mark be placed upon lumber before being placed upon the market, etc. In pursuance of this recommendation the executive board adopted a set of grade symbols to be used by the members and the secretary has published these symbols in all of the lumber trade journals and has made arrangements with a stamp manufacturer for rubber stamps of convenient size to be used in marking these symbols upon the lumber; we have received orders from a number of the members for sets of these stamps. We are able to furnish these sets to members at a very slight cost and can do so promptly upon receipt of request.

We will also say that the secretary's office sent out to about 8,000 consumers of hardwood a copy of these symbols and invited them to express their opinion as to the value to them of having the lumber so marked, and without adoption they have pronounced themselves nearly in favor of such a system, many sug-

conditions of the market should be issued as often as was deemed necessary, and in pursuance of this plan canvasses have been made from time to time this year of the valuation committees, with the result that since the issue of our price list on Jan. 27 but one published price list has been sent out during the year and that was the list of May 2, 1905, known as the pink list.

#### HARDWOOD STATISTICS.

Stocks of hardwood on hand at the mills show a decided decrease when compared with the amounts held last year. We have sent out inquiry blanks to all the manufacturers of hardwood, and, although we have not received as many replies, the aggregate amount is several million feet less than last year, and practically one-half of those reporting advise us that of the amount shown more than one-half is sold ahead and is out of the market. Realizing that statistics are of little value unless capable of comparison, we have taken the reports of all those who sent in statements both last year and this year and find that but 64 reported this year who also answered the inquiry last year, and these 64 firms show a total decrease this year of 21,462,000 feet. You will note from the tabulated statement attached that there is reported on sticks Jan. 1, 1906, 401,178,000 feet, as against 43,261,000 feet last year.

Amount of hardwood lumber reported on sticks Jan. 1, 1906:

	Feet
Ash	8,445,000
Basswood	11,341,000
Beech	7,577,000
Birch	11,556,000



J. K. WILLIAMS, FAYETTEVILLE, TENN.

Butternut	198,000
Cherry	1,810,000
Chestnut	9,164,000
Cottonwood	51,261,000
Cypress	9,495,000
Rock elm	1,456,000
Soft elm	11,043,000
Gum	42,293,000
Hickory	1,745,000
Soft maple	2,788,000
Hard maple	17,843,000
Plain white oak	3,635,000
Plain red oak	21,572,000
Quartered white oak	24,886,000
Quartered red oak	7,955,000
Poplar (rough)	84,278,000
Poplar (dressed)	5,710,000
Pine	51,000
Spruce	3,125,000
Walnut	2,772,000
Total	401,178,000

THE NATIONAL LUMBER MANUFACTURERS' ASSOCIATION.

As you are doubtless all aware, we are affiliated with the above association, which is composed of associations of manufacturers of lumber, and practically every manufacturers' association in the lumber business is affiliated with us in this parent association, of which George K. Smith, known to you all, is secretary. This association, covering the entire United States, takes up for each of you questions that arise from time to time and are referred to the individual associations, but which prove too far-reaching in their scope to be dealt with properly by one association such as ours, but which can be well handled and satisfactory results obtained by the larger body. We regret that Mr. Smith is not able to be with us on this occasion, but his representative, W. F. Biederman, will be in

attendance and will be given a place on the program.

#### BUILDING STATISTICS.

We have reproduced each month for our members a report of the building activity in the



W. W. DINGS, ST. LOUIS, MO.

principal cities of the country, and in looking over the reports sent out from month to month we note that each separate month in 1905 showed a decided gain in building contracted for over the corresponding month in 1904.

We append hereto a summary of the reports we have issued showing the total for the year and the gain per cent over 1904, which shows results that are eminently satisfactory:

Month	No.	Cost	No.	Cost	Gain per cent
Jan.	5,187	\$ 24,964,651	4,317	\$ 13,555,418	82
Feb.	4,902	22,502,806	4,203	14,517,065	55
March	12,535	55,160,744	9,917	32,842,592	48
April	9,160	40,993,888	8,577	32,443,068	27
May	12,062	46,861,012	10,052	41,630,696	12
June	9,342	31,382,110	7,892	24,542,880	20
July	6,724	35,365,000	5,546	22,268,887	35
Aug.	11,540	52,320,811	8,912	35,210,823	48
Sept.	10,260	44,280,595	8,586	29,121,328	52
Oct.	12,346	41,646,765	11,492	36,362,165	14
Nov.	9,765	41,365,518	8,627	33,647,140	25
Total	194,789	\$468,843,000	188,431	\$366,661,682	28

You will note that this is a gain of 16,758 buildings and in cost of \$120,812,838 over 1904, or a total of 28 per cent.

#### NEW FLAVERS.

There is at the present time in course of preparation a classified list of consumers who use large quantities of your product. We are securing from consumers information as to the kinds of wood used, thicknesses, grades, number of cars per month and the nature of the product they manufacture. This information we are classifying and compiling in the most convenient form, and when the classification has been completed we will have on hand for the use of members a list of consumers of good financial rating, covering the entire consuming territory of the United States east of the Mississippi. These lists we will endeavor to keep corrected up-to-date at all times for the immediate use of any member requesting the same.

J. C. BICHETTE, Secretary.

The report of Treasurer Fischer, following, showed that the organization was in good financial condition:

#### Report of Treasurer.

Mr. President: I desire to submit the following report:  
Cash on hand, Jan. 1, 1905 \$ 84.46  
Cash received from Secretary's office, Jan. 1, 1905, to Dec. 30, 1905, and deposited in bank 19,634.21  
Voucher checks paid out during the year 1905, from No. A-230 old series to No. B-133 new series 18,953.07

Cash on hand Jan. 1, 1906, verified by pass book \$ 765.00

Attached to this report I hand you an exhibit made by the auditor appointed by your president, which states that the books and balance sheet are absolutely true and correct.

Respectfully submitted,

J. C. FISCHER, Treasurer.



OTTO LACHMUND, CHICAGO, ILL.

gesting that they would stipulate on future orders that shipments to them be so marked.

#### PRICE LIST BUREAU.

A plan was outlined last year by which it was provided that a price list reflecting the actual







brought this matter nearer to the minds of a large number of lumbermen than any other movement, and as a result of it Clifford Pinchot, chief forester of the Forest Service of the United States, in response to an invitation issued by the National Lumber Manufacturers' Association, addressed the annual meeting of this organization at Chicago in May, 1905, and in the course of his discussion pointed out that the forester needs to be educated in lumbering and that the lumberman needs to know all he can about the forest, and that in his opinion some provision should be made for proper instruction in practical lumbering in the forestry schools. Mr. Pinchot's suggestion appealed very forcibly to the convention, and acting upon it President McLeod appointed a committee composed of J. T. Barber, F. E. Weyerhaeuser and I. C. Enoch to confer with Mr. Pinchot and submit a recommendation based on his suggestions. This conference resulted in the recommendation to raise a fund to endow a chair of lumbering in the Yale Forest School, Yale University, New Haven, Conn. The recommendation was seconded by Captain J. B. White of Kansas City, Mo., and heartily endorsed by the entire convention.

President McLeod later appointed an executive committee to take charge of raising this fund, and this executive committee, at a meeting held in Chicago, July 26, 1905, decided to raise \$150,000 for the endowment of a chair to be known as the chair of Applied Forestry and Practical Lumbering at Yale Forest School, Yale University, New Haven, Conn.

F. E. Weyerhaeuser, chairman of this committee, requested the different organizations affiliated with the National Lumber Manufacturers' Association to appoint sub-committees to assist in this work. In addressing you today I urge upon you the endorsement of this movement, and as chairman of the special committee of your association I take advantage of this opportunity to recommend the worthy object of the movement to your consideration, and take the liberty of inviting your subscriptions to the fund, requesting you to insert on the cards which have been distributed the amounts which you desire to contribute, either individually or in the name of the firms which you represent.

In conclusion I wish to add that it is the aim of the committee having this matter in hand to make the movement a national one in the true sense of the word, and it is therefore hardly necessary for me to state that the support and endorsement of each member of the association is earnestly requested.

The prosperity which we have been enjoying in the lumber business during the past year gives us an opportunity of demonstrating our liberality in a channel that will revert its flow of benefits to its source, and with this in view I have all reasons to believe that every member of this association will contribute his share towards making the endowment of a chair of Applied Forestry and Practical Lumbering at the Yale Forest School a success.

#### Duty of Association Members.

Following came a paper from A. J. Gahagan of the Loomis & Hart Manufacturing Company, Chattanooga, Tenn., which was of more than ordinary interest on the subject

The Hardwood Manufacturers' Association should expect of its members active and hearty cooperation in all the legitimate work of the association. There are many ways in which hardwood lumber manufacturers can be of mutual benefit to each other in an individual way, but their usefulness to the association can be largely increased by cooperation.

The association cannot be of material benefit to its members unless the members themselves will take an active and hearty interest in its work. One of the greatest benefits that members derive from association work is through the Want and For Sale departments that are so thoroughly looked after by the secretary of the association and his assistant. Through this means association members are placed in communication with those who have stock for sale, and those who have stock for sale are likewise placed in touch with those who are in the market to buy.

Then again, of great value are the statistics which the association is able to furnish its members. The department of statistics cannot be made complete or accurate unless the members will carefully and systematically furnish the secretary's office with reports of stock on hand. If the individual members of the association expect to obtain benefits from the organization they must be willing to return to the association such information as they may possess that when compiled will be of material benefit not only to the association as a whole but to each member of it.

The association should likewise expect of its members attendance, at least at the annual meetings. There is more of a cooperative spirit

than their market value he does it of his own volition, and he is the loser.

Another thing that the members of the association should do is when they load and ship lumber to give good honest grade.



FRANK F. NEWMARK

That will save the necessity of the buyer at the other end of the line finding fault with the lumber or rejecting it. But where a member ships lumber graded according to the rules of the association, and it is refused at the other end of the line, he ought not to compromise until an association inspector has gone and regraded it and found that there has been a mistake made in the methods of grading at the shipping point. It is a very easy thing for a sharp buyer and one who is not very scrupulous as to his methods to say that a carload of lumber is not up to grade, and if he can get a cut of \$1 a thousand and make \$10 or \$15 he thinks he is ahead that much. This method of making money off lumber shippers ought not to be tolerated except when it is found by reinspection that the shipper is in the wrong.

Whatever is worth having is worth paying for. If the individual members of the association derive benefits by reason of membership they should report promptly each month to the secretary the amount of their shipments the former month, and accompany same with their check for the association dues. There is not a single member of the association who will not get full benefit for every dollar he pays into the treasury provided he will put himself in a position to take advantage of the benefits his membership offers him.

There is not one of us that does not appreciate the growing scarcity of timber. The standing timber problem is one that does not present very encouraging prospects to the lumberman. I can think of no industry that is so prominent as the lumber business that demands at this time more careful management and the application of twentieth century business methods in its conduct.

The association has been of great service to its members since its organization, and there has been no time in its history when its members were in position to derive greater benefits from its operation than at this time. The organization has been fortunate in having at its head and on its executive board the best lumber talent in the country. They have faithfully filled their offices and their unselfish work has, I am sure, been highly appreciated by every one taking a real interest in the work of the association.

If in the future we are so fortunate as to have the two principal offices filled by as capable men as Mr. Ritter, Mr. Vansant and Secretary Doster we may count ourselves following the leadership of men who will give us the best service possible to obtain.

#### W. W. Dings' Paper.

Owing to the enforced absence of W. W. Dings of the Garetson-Greason Lumber Company of St. Louis, his paper on "Value of Statistics to the Producer" was read by his friend, Thomas W. Fry. Mr. Dings' paper follows:



JOHN W. LOVE, NASHVILLE, TENN.

now prevalent, in all prominent business lines, than has ever existed at any time in the past. Business men are learning to have more confidence in each other. I believe a promise or a statement made by the business people of the country today can be more thoroughly relied upon than at any time in the past history of our country. This condition grows out of a development of the principles of integrity, as well as intelligent methods of conducting business.

The man who expects to succeed in this enlightened age must do business in harmony with the principles of the Golden Rule. Disreputable or dishonest methods will never bring about success in business, and it is very gratifying to note in connection with the lumber interests of the country that there are not so many lumber sharks now drawing upon the resources of the sawmills and lumbermen as there were a few years back. They are being weeded out. Their methods are being condemned by every honest man associated with the lumber business.

Through the cooperative methods of the association every member who makes an effort to put himself can keep pretty thoroughly in touch with the supply and demand for his products. In this way holders of lumber can nearly always tell what they ought to get for it.

I think one of the most commendable features in connection with the Hardwood Manufacturers' Association is that through its executive officers it informs its members what their lumber is worth. With this information before the individual if he sells his products for less



S. LIEBERMAN, NASHVILLE, TENN.

"What Should the Association Expect of Its Members."



that the general conditions obtaining throughout the producing territory must, of necessity, be reflected in value only in proportion to the amount of the information placed before him.



W. M. CARRIÈRE, SECRETARY, MISS.

From the office of the secretary of this association, are issued from time to time various bulletins pertaining to the above subjects, the value of which will be discussed briefly in this address.

The matter of building conditions is treated each month in a concise manner, showing the number of buildings in course of construction in the large cities throughout the United States, their value in dollars, and comparative figures with last season. This information should be of great interest and value to the manufacturer of lumber as showing the prosperity of the country, and the demand for construction, the points of greatest activity and the current consumption of building material.

The semimonthly bulletins giving the stock and stock wanted by members are worthy of careful attention. These show items of stock in the market, and from various other causes, are desirous of a general study of the offerings will frequently disclose a general surplus of some particular item or items, and manufacturers are thereby enabled to regulate to some extent at least the placing of a still larger amount of similar stock on the market. It will often be a decisive argument for the selling of the particular item.

It is for better prices, as the judgment of the manufacturer may dictate. Lumber offered through the bulletins may not infrequently be secured by members to apply on a two-fold purpose - affording an opportunity to handle an increased amount of stock and the mill man the particular items which are of interest to parties with such stock for sale, as affording them an opportunity for disposing of rising or cutting prices.

It is termed "a lumber exchange," and the fact that it is conducted through the medium of the mails should not render it the less valuable or effective. Attention is directed to the fact that these bulletins are sent out twice each month, which will be changed to weekly issues when conditions justify the increase.

Market conditions are reported to members at regular intervals, and the information, covering the various divisions and subdivisions of the lumber industry, is interesting and valuable.

But it is not sufficient that the producer be informed as to the amount of lumber on hand and the conditions of the market. The manufacturer of lumber. These last may be general or

of manufacture or to a particular wood, but in this day of substitutes the effect of a shortage in production of one line must be felt, at least indirectly, in others.

Starting with the log supply, we are given condensed information, compiled from reports made to the secretary by individual manufacturers, as to the logs available and the prospects for future supply. There are but few manufacturers to whom this point is not of vital concern, for, given an abundant supply of logs, one of the most difficult problems confronting the sawmill man is solved. Circumstances beyond human control enter very largely into the manufacturing of lumber; and, while no amount of statistics can change conditions, reliable information, covering the visible supply of logs, tides and other means of delivery to manufacturing points, is of such importance that no wide-awake manufacturer can afford to ignore it.

Stocks on hand would appear to be a matter but second only in importance to that of demand.

To have before one on one of two pages, this information compiled from individual reports is to be in possession of facts which cannot but be of great value. At a glance is seen the amount of lumber in pile and comparative figures showing the increase or decrease in each and every wood. What manufacturer would not be willing to lend his aid to making this report a full and complete one, and who is there among us that would not consider himself repaid a thousand fold for the amount of time and trouble expended upon his individual statements?

There is one other matter which may not, on first thought, appear to be included under the topic of statistics, but it is a point which is



DR. C. A. SCHENCK, BALTIMORE, MD.

of such general concern to those engaged in the selling of lumber that it may not be considered out of place to mention it here.

Members of this association receive at frequent intervals inquiry blanks relating to the jobbing and consuming trade. These inquiries cover the manner of payment, settlement according to agreement, deductions and other points with which all engaged in the lumber business are painfully familiar.

There are, it is asserted, some lumbermen who are so afraid of a claim being made against them, placed, under any circumstances, in the position where a claim is made; or, if it be made, it is not allowed. The secret of conducting a business of any magnitude without being compelled to make deductions at the discretion of the buyer, is so carefully guarded that the majority of us will undoubtedly feel an interest in lending our aid toward the suppression of the chronic kicker.

In few manufacturing businesses is the product sold on the buyer's inspection, count and terms, but there is no sawmill man who has not been forced, at some time, to allow a purchaser to make deductions which were arbitrary and unjust.

The credit rating reports issued by this association are of great value to the manufacturer of lumber. They cover recent transactions. Any one of us can see, from the standard method of reporting a report as to the financial standing of any concern, but this is not sufficient. We are vitally interested in knowing how the consumer treats the manufacturer who ships the lumber, not only as to payment but with particular regard to the matter of claims.

It is our duty, as well as our privilege, to

work, bearing in mind the fact that the greater the number of replies the more valuable will be the results.

To all of this and these let us now resolve to give our earnest support, that the statistical work so ably conducted by our secretary and his assistants may keep pace with what has been accomplished in other lines by the Hardwood Manufacturers' Association.

### An Interesting Paper.

Then, followed a most interesting paper of much literary merit by J. K. Williams of the Williams-Hans Lumber Company of Fayetteville, Tenn., on the subject of the "Progress of the Lumber Trade Since the Organization of Association Work." Mr. Williams' paper follows:

Mr. President and Gentlemen of the Association: The subject assigned to me is, in a sense, as broad as the ocean and boundless as the universe. "Progress in the lumber business" is co-extensive with that in everything else; for lumber is a commodity so essential to all commerce that progress in practically every line must carry with it that of lumber. Is there anything else that contributes more to the convenience and comfort of man than lumber? It is the principal item in the construction of his home, of his warehouses and barns; of his school houses, churches and other public buildings, and in a very extensive way of his furniture for use and ornament in his home and his office. It enters largely into the formation of his tools for tilling the soil and for harvesting the ripened grain; of his vehicles of transportation for convenience and pleasure, and now since its scarcity and great value the very scraps are converted into toys for his children and bric-a-brac to adorn and brighten his home. It is used by millions of feet in the construction and equipment of our railroads, those veins of commerce through which rushes the life blood of our prosperity; in our water craft of every kind, from the palatial ocean steamer and the irresistible monsters of the world's great navies. Even in those lines of manufacture where it is not an absolute essential it cannot be dispensed with, for there must be boxes, barrels, casks and packages of every description used in their marketing. And at the last, when in the cold ground "his pale form is laid with many tears," should a man leave only a moderate estate and be buried simply by an "undertaker," a simple coffin of wood forms his resting place until "Gabriel blows his trumpet," unless perchance he should be possessed of sufficient of this world's goods to be attended by a "funeral director" and "interred" in a casket; even then in most cases this can only be distinguished from wood by the size of the said "funeral director's" bill.

In fact, as I have said, so essential is it in all lines that every pulsation in trade and commerce is felt in the lumber business. To keep pace with the demands upon it man's in-



A. J. LANG, ST. LOUIS, MO.

ventive genius has been called into use probably more in this business than in any other. The old pitsaw of pioneer days was followed by steam power and the circular mill, which was thought to be a wonder in its time, and this in turn,



as our eyes were opened to the increased value and growing scarcity of timber, by the gang and modern cut band mill with steam feed, steam motor, etc., so that in many of our larger plants a quarter of a million feet is the daily output.

From small beginning we are now going by leaps and bounds. Like a mighty army, the woodman's axe in our forests is as the sound of musketry and the falling of the giant oak as the roar of cannon, and at the present pace, we are a formidable force. We will soon be looking for more hands to compete or be out of a job.

For a momentary industry so great has been our progress that by the census of 1900 we are now third in point of invested capital, the figures being \$946,000,000; iron and steel are first and textiles second. Who doubts that in the six years since, this has increased to one and a half billion, for the assumption is made.

By the commercial reports, from which I notice that building operations reached the one billion mark during 1905 and that a like sum was expended for railroad equipment and improvement. If I am safe in assuming that one-half in both of these lines was expended for lumber, to which add that which was consumed in manufactured products, we have figures beyond our ken in mensuration. So, then, if cotton or wool or flax, lumber is surely a prince of the realm.

I am a gentleman to what I know and am most interested in to my subject. Since the progress of our association work, as I have a new member and have no data of past years at hand I must confine myself to our own doings and my own experience, except a few points given me by our friend Mr. Liebermann a patriarch in the business (not, however, in years)—to whom this subject might better have been assigned than to myself. Looking back upon the past—but a few years back—what we have accomplished is simply amazing. It is astonishing that a business of such magnitude grew and prospered under such chaos and irregularity as prevailed in the lumber business, particularly amongst the sawmills, until recently changed by effective organization work. No two sections of the country had the same rules of inspection. Chicago had its rules and if you sold there you must sell by them. The north middle market likewise had its rules, so had New York, Boston, Philadelphia, Baltimore, and so on, and in each market you had to abide by them. You were made to do so. The different markets had formed clubs and associations long before ourselves and dictated to us not only the rules but prices. Indeed to have mastered these varied and multiplied rules would have required the study of a good primary education by even the brightest school boy.

Then there was neither unanimity of purpose nor concert of action among the mills. A selfish feeling seemed to pervade and when a man obtained good prices and a big order it was breathed only behind closed doors for fear his neighbor competitors might hear of it and undermine him. (In this I speak from experience, for no one ever tried harder than I in the vain attempt to find out the prices obtained by others.) And so unstable were prices that it kept the buyer busy half his time looking for bargains, and fair prices were obtained only at the end of a long and arduous search. In fact this

and only association of manufacturers of hardwood lumber that I have any knowledge of until our present organization was established. I refer to the Poplar Manufacturers' Association of about the year 1892. This, however, was short-lived, owing to the inability of the larger mills to interest the then numerous country mills, and so the association soon disbanded. Finally, four years ago, the manufacturers seeing the rapid disappearance of hardwood timber and fully realizing that the ruling prices then were not commensurate with the growing scarcity and increasing cost of timber, met together to see what could be done to take advantage of the situation, resulting in the formation of the present Hardwood Manufacturers' Association, the purposes of which in addition thereto being to bring about closer cooperation and interchange of views, to regulate and unify the rules of inspection and generally to promote the mutual interest of all.

I have spoken, Mr. President, of the astounding growth and immensity of the lumber business in general, but if this has been great, greater still has been our progress in association work and resultant benefits. Most important of these perhaps is the establishment, after much persistence and insistence, of a system of uniform rules of inspection throughout the entire hardwood trade. From my own experience I knew that in 1903 if I but mentioned Manufacturers' rules to the buyer I would be given a frozen look in refusal. But at the inception of my present firm, the Williams-Haas Lumber Company, in May, 1904, we planted our feet squarely upon these rules and never in a single instance have we deviated from them in quotations or sales. It is true we were at first snubbed, in some in-

we adhere to them and practice and insist on reinspection the sooner they will become familiar to all and the occasions for reinspection gradually diminish.

And further, as a result of our organization



E. A. LANG, MEMPHIS, TENN.

work, the general good feeling among mills, the interchange of views and harmony of action are constantly growing, effecting as a result, a more profitable working basis and also promulgating more harmonious and profitable relations between buyer and seller.

Another most advantageous department of our association work is our statistics of stocks on hand and market reports, from which the manufacturer is enabled to see at a glance what stocks are scarce and in active demand and what are plentiful and need curtailing. This is also a valuable advertising medium, causing many sales between member and member and enabling the buying member to readily supply his customer's wants.

I might also mention the credit information and various other valuable information to be had from our worthy secretary's office for the asking, but nothing more seems needed to give us blithe hearts and blooming visages at what we have accomplished and the progress we are making. Indeed we have cause to be proud of our achievements, for considering the condition of our industry but a little more than a decade ago, the advancement in our association work is no less marvelous than the stupendous progress in the lumber business itself. Fighting our battles once single-handed, each for himself, without a general or a leader, we are now, like our government, "E Pluribus Unum," truly one composed of many, like the states, each having his individuality to act independently as his particular interests dictate; and like our federal government, having in our organization a watchful oversight over all and one common purpose for the good of all.

Indeed, Mr. President, organization is the order of the day, the spirit of our times, the keynote of our civilization; and it would be as impossible in these prosperous and consequently perilous times for us to hold our business in line and reap the full benefit therefrom without organization as it would be to move the earth with a crowbar. The very air we breathe seems impregnated with it.

Nations are coming closer and closer together by peace conferences and The Hague Tribunal, under one common purpose—the peace of the world. Among churches and religious bodies unity is the topic of the day and we have but recently witnessed the union of two of the largest of these bodies. All commerce and trade are imbued with it. And necessarily so, for the mighty achievements which almost daily thrill us with astonishment could not be accomplished without organization. First the railroads, under shrewd and wise leadership, seeing their imminent peril of being dashed to pieces against each other by competition, in the voracious rush of prosperity, pooled, combined and "scooped" each other until now they are almost one national company. The next in importance are the billion-dollar steel trust, the Standard Oil Company, the rail, wire and pipe trusts and greater and minor corporations and combines, until the treasury of the state of New Jersey is almost overflowing from the issue of charters at one dollar per head. Likewise there are labor unions for every trade and profession, associations among farmers, bankers, law-



GEO. I. REEL, MEMPHIS, TENN.

stances pompously, but our best trade now is largely with those same boastful fellows. When inquiries came boldly rubber stamped on the face—"we buy only according to National Hardwood Lumber Association rules of inspection"—they were in many cases returned with a like rubber stamp impression just below "We sell only by Hardwood Manufacturers' Association rules of inspection," and likewise those same fellows are now omitting the said rubber stamp and becoming customers. Not only have we uniformity of inspection rules, but instead of the former usual grades of firsts and seconds, common and culls, our association has been instrumental in establishing other grades for which there is a specific trade, we having now under poplar some twelve different grades, and under oak and other hardwoods seven, thus giving to the manufacturer the full benefit of the product of the log and the consumer that which is best suited to his specific requirements.

Likewise our bureau of inspection is proving very valuable, especially in its system of reinspection, preventing disputes in many cases. But when palpable differences actually occur the breach is promptly closed by an official reinspection of the shipment, generally with good feeling and satisfaction to both sides, the event soon forgotten and dealings continuing uninterrupted. It settles things. It is a real remedy for a once serious impediment to the smooth progress of our business, a real court of arbitration to enable us to dismiss from our minds the "kicks" once so annoying by simply sending notice to our customers of a call for an official reinspection and then pigeonholing the matter as but a trifling interruption on a busy day. Not the least of the benefits from this reinspection is that of the gradual education of the consuming trade in our rules and the firmer



HENRY MALIN, EDINBURGH, IND.

was his only object in visiting the mills then, to hunt bargains.

The wiser ones seeing this helter-skelter condition of the business projected, after considerable effort succeeded in organizing the first



years in fact among all professional men. Even the sovereign voters, irrespective of party affiliations, are combining and defeating at the polls those once impregnable political organizations which subsist and grow fat through "graft" and



W. M. McCORMICK, PHILADELPHIA, PA.

corruption in office. And almost last, though by no means least, nay, best of all, there are the manufacturers of lumber, and the best of these—the Hardwood Manufacturers' Association of the United States.

As "necessity is the mother of invention," these things are a natural result, and rightly so. Great combination of capital, brain and muscle are essential to the accomplishment of the stupendous demands upon trade and commerce to satisfy the insatiable appetites of our now prosperous people and to meet the increasing calls upon us by all foreign nations. And if I may digress a little, I would not abolish those great combinations of capital now known under the pernicious name of "trusts." They have their proper place and function if honestly conducted, and it is only the selfishness of human nature in the individuals composing them that needs curbing by prudent, conservative action on the part of our national government.

While hilarious over the success that has attended us as an organization and individually, it seems appropriate to offer a word of caution against becoming overexcited in our now almost booming tide of prosperity. Such times always carry with them unseen dangers, making it needful that all our actions, official and individual, be along prudent and conservative lines. King Solomon says in the Good Book, "Behold how great a fire a little matter kindleth," and we know not when some seeming trifle may flash up to clog the wheels of industry and catch us unawares. We are told in the commercial reports of the first of the year that a panic in financial circles was narrowly averted by the great prosperity of the whole country during the summer, in consequence of distrust in our public men owing to revelations from the insurance investigation. Let us heed the light houses and signal stations of past history—even in our own organization, and with due caution so conduct ourselves that we may be prepared in any emergency to maintain control of the situation and prevent any detrimental results to our business.

I would not once presume upon the integrity of any member of this association, but the tendency and aggrandizement from unusual success often tempts one to make use of a little advantage when in his favor by "stuffing grades" (a practice that I do not at all approve of) or otherwise mislead his customer. Extreme liberality leads him to expect too much, and nigardliness makes him hate you, but fairness is justice and he is satisfied with it. I am a firm believer in that immutable moral law that ultimate success always crowns the efforts of the government, corporation or individual who practices the golden rule and has "Do Right" for his motto; and the converse is true, for history abounds in instances of nations, organizations and men brought to ruin by avarice.

And now to conclude my somewhat rambling remarks I would be derelict in duty if I failed to give due credit to our trade journals, which have so faithfully espoused our cause and buttressed the establishment of our association and furthering its progress. Their representatives are with us at every meeting, the most courteous of all, with genial smiles and hearty handshakes infusing sunshine and good

feeling throughout its sessions; and when they return to their homes they boost us to the skies for the lofty and mighty things which were said and done with a trumpet sound of warning to any who would dare impose on us. They have boldly sought for and chased the foxy, unscrupulous operator at last to his hole in the ground by publishing him to the world whenever he showed his head above it, and their columns are always open to every interest of the manufacturer and to his every wish for information and assistance.

It is to be hoped that all of them, without one exception, have reaped their full share of success along with their patrons, and in the language of Rip Van Winkle, "Here's to their health and to their families' good health and hoping they may live long and prosper."

#### Outlook for 1906.

Otto Lachmund, sales manager of the Bacon-Nolan Hardwood Company, whose headquarters are at Chicago, read an interesting and optimistic paper covering the "General Outlook for the Lumber Business in 1906."

Statistics, covering every quarter of our fair land, tell of a year of marvelous prosperity in all lines of industrial activity. Never has the farm wealth of the country equaled that of 1905, the total value of crops, according to Secretary Wilson, being \$6,415,000,000. During



J. W. KITCHEN, ASHLAND, KY.

the past year, he says, farm products employed in manufactures were valued at \$2,679,000,000. These industries employed 2,154,000 persons and have a capital of \$4,332,000,000. Time was when such a yield by Mother Earth would have resulted in demoralization of prices. Not many years ago farmers in the West used their corn for fuel, so cheap had become the price of it; but so prosperous is our country now, so great the absorbing and buying power of our people, that it is safe to say the tiller of the soil today gets the best average prices for the products of his land and labor ever obtained.

In the production of iron, the past year exceeds that of the best previous record by over five million tons, and the increase, it is stated, exceeds the total output of the country twenty years ago.

The railways have been taxed to their utmost to move the products of the soil, forests and mines, and as they have found their equipment entirely inadequate have placed orders for thousands of cars, which in itself will give an enormous impetus to the business of saw and iron mills.

From all the larger centers of the country, as well as from hundreds of smaller manufacturing and distributing points, come assurances of the most positive kind as to the wonderful prosperity of the past year and the optimistic outlook for the one just entered upon. Many of these points report that the demand for lumber of all kinds has been for some time much greater than the supply. Mills of the coast and those of the North and South have been and are even now, at this season, when in ordinary times shipments have been pretty near at a standstill, flooded with orders and inquiries, while

many of them are still hundreds of cars behind in their deliveries. A sign of the times is the many offers by large buyers for large quantities of oak and other hardwoods to be cut for future delivery, an evidence that they are believers in the stability of present prices, to say the least. In the South many mills have been hampered by excessive rains, causing a considerable reduction in the expected cut and consequent shortage of stock.

The question in 1906 will not be how to procure business, but rather how to properly take care of what is offered. Why, under these conditions, there are still some manufacturers of oak who have not entirely gotten over the habit of giving away their commodity, it is hard to tell. Some of us may occasionally have a little more of this or that item than we think we should carry, which we call "surplus stock," and immediately we make an effort to rid ourselves of it regardless of cost. Common oak has been sold in Chicago as late as within the last ninety days at \$27 or less. Today there is no trouble in getting \$29.50 to \$30 for it, while some manufacturers are holding theirs at \$31.50, little caring whether they sell even at that figure. So, brethren, if any of us are weak-kneed, let's brace up! The man who does not "make hay while the sun shines" has no one to blame but himself. In times of depression we are sometimes forced to let the other fellow set the price for us; but he who does not get what's coming to him when everybody is able and, perforce, willing to pay is not deserving of sympathy. With present conditions of trade and the roseate promise for the future, there is no such thing as "surplus stock." The man who thinks he has it should regard himself in luck—it will be worth more money. Permit me here to make reference to a practice that, I think, has had much to do with the instability of hardwood prices. I mean salting of grades. It is an indefensible practice which ought to be frowned down by every reputable manufacturer.

Chicago, one of if not the largest consumer of lumber in the country, has handled a larger quantity of all kinds of woods than in former years and at a very material increase in prices. It is claimed that the equivalent of more than forty-seven miles of buildings, at a cost of about \$62,000,000, was erected during 1905, a record equaled only once and that during the boom of 1892. One of our most reliable and conservative dailies puts it aptly and tersely: "The phenomenal increase in the volume of business in 1905 pushes Chicago into the new year like a runner at high speed. The unspent momentum of one great business year sets the pace for another." While this is made applicable to Chicago, a glance at our great lumber journals, which have with persistent zeal secured for the benefit of their readers accurate reports from every state of our Union as to lumber conditions especially, would lead us to say that 1905 pushes our whole glorious country into the new year like a runner at record speed.

No one product stands out more prominently a beneficiary of these conditions than does lumber for 1906. How can anyone doubt that 1906 will equal, yes surpass, its great predecessor. If there is a cloud anywhere to darken its prospects, the naked eye fails to see it, and



HUGH McLEAN, BUFFALO, N. Y.

we shall all be too busy, too prosperous, to hunt for it through a spy-glass.

After the reading of the papers came a



general discussion on the subject matter, in which Simon Lieberman, F. C. Fischer, R. H. Vansant, F. F. Lee, J. H. Northrup, A. E. Norman, R. M. Carrier, Wm. Burke, C. Crane, J. W. Love, Edward L. Davis and A. J. Gahagan were participants.

#### Committees Appointed.

The chair then announced a list of committees on grading and values of various hardwoods, as follows:

**APPLED TREES BY AND PRACTICAL LUMBERING.**—Wm. Wilms, F. C. Fischer, R. M. Carrier.

**FINANCE.**—John B. Ransom, C. Crane, J. W. Mayhew, M. W. Thomas, Wm. Wilms.

**POPULAR AND BASSWOOD (Grading).**—C. M. Crawford, C. M. Clarke, S. Lieberman, J. W. Mayhew, J. W. Kitchen, W. J. Cude, A. J. Gahagan.

**POPULAR AND BASSWOOD (Values).**—A. J. Gahagan, M. F. Greene, J. W. Mayhew, C. M. Crawford, J. W. Kitchen, W. H. Dawkins, C. W. Burt.

**OAK, ASH AND CHESTNUT (Grading).**—John W. Love, E. L. Davis, R. M. Carrier, W. L. Watson, A. E. Norman, Claude Maley, Lewis Doster.

**OAK, ASH AND CHESTNUT (Values).**—John B. Ransom, A. P. Steele, C. Crane, W. L. Watson, J. W. Mayhew, Otto Lachmund, Ralph May.

**COTTONWOOD (Grading and Values).**—E. A. Lang, W. B. Morgan, T. W. Fry.

**GUM (Grading and Values).**—Howard Rule, H. E. Bacon, Geo. F. Riel.

**CHERRY, WALNUT, BUTTERNUT, SYCAMORE, HICKORY AND PECAN (Grading and Values).**—John W. Love, W. H. Nigh, Wm. I. Barr, Wm. Burke, E. L. Davis.

**BEECH, BLOCH, SOFT AND ROCK ELM, HARD AND SOFT MAPLE (Grading and Values).**—T. W. Fry, Howard Rule, Wm. Burke.

**WHITE PINE, SPOCK.**—Edward L. Davis.

W. H. Dawkins, C. W. Burt, R. M. Carrier, F. C. Fischer.

The meeting then adjourned.

#### WEDNESDAY'S SESSION.

The gathering was further increased on Wednesday morning by many newcomers as disclosed by the roll call. On invitation W. F. Biederman, manager of the credit rating department of the National Lumber Manufacturers' Association, delivered a brief address, covering the work in which he is engaged, and invited still further participation by members of the association in the credit service that is performed by his association.

#### An Address on Forestry.

Dr. C. A. Schenck, director of the Biltmore forest school, Biltmore, N. C., was then introduced, and gave a most interesting address on the subject of forestry which follows:

I am sorry that I had not the pleasure of attending the meeting of yesterday. Of course I knew a little of what was going on, because after my arrival at 10:30 last evening Mr. Wilms, Mr. Fischer and myself had a special session and the meeting lasted until half past

He held on to them and I don't know how J. R. Booth is rated today.

A Delegate. Forty million.

I am sure he is worth forty million, although it looks as simple as a common letter. It



W. A. McLEAN, NEW ALBANY, IND.

seems to me from his experience and that of many other men we might readily come to the conclusion that money placed in stumpage with a view of waiting for the increase is a pretty certain source of wealth. As to my own experience, we are holding on to our stumpage as tight as we can and I think we have not made any mistake. It does not make much difference to Mr. Vanderbilt whether he gets a million more or less, but so far as I am in charge of his interests, I try to make the most out of it. But in our line, hardwood, the chances for a rise in stumpage prices is better than in any other line or walk of business with which I have come in contact. I am sorry that I am a poor beggar myself, for if I were rich I would put every cent of my money into hardwood stumpage. Mind you, we here in the southern United States hold in our claws the monopoly of hardwood not only of the United States, but practically of the world. The so-called timber exporting countries, Russia, Sweden, Norway, are all softwood exporters. There is only a single region in the old country, and that is a very small region, that is capable of exporting oak. That is Slavonia. It is very fine oak, the best I ever saw, but it is going mighty fast. I think it has gone mighty fast. Manchuria, the country from which we might expect supplies of oak and yellow poplar in the future, may and may not have the supply some people think. If the supply is there, someone has to pay the freight bill and you know it will cost to bring lumber from Manchuria to this country.

gentlemen there is little hardwood in Canada and out on our western prairies, and those are the two sections of the world which will show the most development in the near future. They will require our hardwoods and they will require our hardwoods at a time when hardwoods will be mighty scarce in this country. I mean hardwood of a good quality, not brush. If you own any stumpage, hold on to it, because it is the best investment you can have, and if you don't own any hardwood stumpage, buy some as quick as you can. I think forestry from that standpoint will appeal to you; it is forestry from the business standpoint, forestry in dollars and cents and not in aesthetic crankiness. Of course, from a patriotic standpoint we want to have for this country the largest possible amount of forestry, but we cannot have that forestry unless it proves to be profitable. In this country of the stars and stripes and business, any occupation which does not pay has no birthright. It is sometimes hard for us to combine our patriotism and our business interests. We give to Caesar what is Caesar's; we give to God what is God's, and we give to our family what belongs to our family. How to make the subdivisions must be left to each individual to decide; but it seems to me that mighty often our patriotism comes in conflict with our direct business interests. It is very unfortunate that just for forestry nothing has been done by the people of this nation. Can you show me a single industry excepting forestry that has not been fostered by the nation? See how mining has been developed by the help of a protective tariff! See how wonderfully manufacturing has been developed at the expense of the people! See the money



WM. LEITCHFIELD, BOSTON, MASS.

one the morning I will tell you we passed prices. What was it we were going to get for our oak? It was just about half past one when we arrived at the figure, and really I forget what the figure was.

It seems to me the fate of forests, and I think forestry too in these United States, to be late, and I am sometimes afraid that it is too late. You cannot begin mining when the mine is exhausted; you cannot begin to milk the cow when the cow has been killed and you cannot begin to practice conservative forestry when the forests are gone. For, if they are not all gone, they are surely going, and very fast too. I for one ought not to preach conservative forestry because I ding and dong on increasing stumpage. I am sometimes laughed at for my enthusiasm, but show me the fellow who has hung his fate on increase in stumpage values who has ever lost money. How have the big bosses of the lumber market carved out their millions? On the whole, I think it has been more out of advancing stumpage values than out of manufacturing operations. I am not in the confidence of Mr. Beyerhouser, but I know he has made his money by buying when nobody wanted to buy and by holding on to stumpage until the prices went soaring.

I was at Georgian Bay last Saturday in company with J. R. Booth. He controls four thousand square miles between Utterbark and Georgian Bay. He is seventy-eight years old and he gave us an interesting account of his past experiences. He started with nothing except energy, knowledge and credit at the bank based purely on personal merit, not possessions. When he bought his limits everybody laughed at him. He was buying limits from which the best pine had been taken. He bought them for a song



VAN B. PERRINE, FT. WAYNE, IND.

Lewis Doster, W. A. McLean, W. W. Dings, C. M. Clarke, Van B. Perrine.

**NOMINATING COMMITTEE.**—John W. Love,





E. F. ADAMS, GREENVILLE, TENN.

were somewhat safer from fires and squatters on the one hand and from taxes on the other. By these two means our nation can encourage or kill forestry, and so far by not adopting any means the very life veins of forestry possibilities have been drained.

It is in this sense that I would speak of the possibilities of a second growth. I spoke first on the possibilities of the primeval growth which seemed to me fine; the possibilities of a second growth seem to me mighty poor. Investments in first growths in hardwood I consider st investments in second growths. I consider poor, because, mind you, you have to protect your second growth from fire and squatters for any number of years before you can get any money out of it. You have to pay taxes for a number of years, and at compound interest this grows very fast. Second growth forestry is not an enticing thing to put money in and there cannot be shown a man in this country who has made money by planting second growth. The time may come thirty or forty or fifty or sixty years from now when such a man may exist among your own progeny, but the business chances are not as good as the earliest chances on first growths.

We are being at Baltimore a little planting, as everybody knows, but I don't do it in the woods. I do it on the barren fields close to Asheville where I can sell anything. We plant white pine, oak, walnut, on a scale of about one hundred to two hundred acres per annum, but this is an investment I would not make anywhere else in the United States, and especially in the backwoods where such an investment would not be safe from fires. It is in the early days of second growth that the danger of fires is greatest. If it does not run through the year it may next and then the white pines are gone and walnut is badly damaged. If we are to have second growths it can only be by the government adopting laws which will make it wise for us to raise second growth. As it is now, I would not plant on any tract which is continually injured by fires. The forestry problem in this case is identical with the forest fire.

Now, another type of forestry education. You have, for example, 200 of a large number of forestry schools, most of them connected with universities, and it is there that the old Arabian saying is again exemplified, "There is nothing new under the sun." The same methods of education prevail there that prevailed one hundred and twenty years ago in my country. There the chemist taught forestry, the botanist taught forestry, the lawyer taught forestry. Do you think it advanced forestry? Not a bit. They were not practical or technical men. What we need in this country is technical forestry, technical men who are above all lumbermen. Inasmuch as forestry consists very largely in the utilization of the lumber, it seems to me we should require forestry schools which give technical training in lumbering above all. Such a school scarcely exists. In the school at Biltmore of which I am director I try to have such a school. I try to keep the boys continually within the sound of the mill. I try to keep my boys in the sound of the sawing benches, their

so that they will get into the swing of the business. Of course, the raising of a tree is something too, but my boys must be lumbermen and I hope they will, ah be better lumbermen than I am for I did not have the privilege to be born in this glorious country. I have only been in this country eleven years, and I spent the best five years in trying to get rid of enormous impressions formed on the other side.

It seems to me that among the schools in this country, not speaking of mine, the Yale school stands foremost, having the best endowment, but Yale suffers very much from the same drawback of which I have already spoken—there is not a man on her staff that ever had charge of any logging proposition; not a man who ever had money invested in a logging proposition; not a man who ever had any money in stumpage. So they naturally deal with forestry from the standpoint of a car-window observer. They have not been in it, and that seems to me a great drawback. I learn that yesterday something like \$3,000 was raised for the benefit of Yale with the view of establishing at Yale a chair of technical forestry. Good indeed, because without that you won't be able to use any of the Yale boys in your woods. I have just returned from Utterbark, where we had a big meeting, attended by all the practical lumbermen of Canada. You never see at a forestry meeting in the United States a single lumberman. Today they are having a forestry meeting in Washington, and I will bet my best silk hat that there is not a practical lumberman there. You will find a large number of blue stockings, kid gloves, ladies and gentlemen with their 'cobs. I love that



ED MAPHIST, KNOXVILLE, TENN.

elm-tree-in-front-of-my-house"—you will find that class of foresters, but no actual lumbermen. In Canada it is just the opposite. There the big lumbermen attend the forestry meetings trying to make for Canada a policy which is patriotic and at the same time subverses the interests of the lumber business. I wish I could persuade not only you here, but every member of your association to become members of the American Forestry Association, because, by joining that association and becoming active members, you could do much for forestry by ridding it of the utopian ideas held by the majority of the present membership, who see merely in the lumberman the enemy of forestry, whereas we know that the converse is true. What is the use of raising trees if you cannot make money out of them?

Now, I want to speak of one real lumberman, Senator Edwards of Maine. He believes that a forestry school should have a large tract of forest with pulp mills, tannic acid mills nearby and all kinds of timber manufacturing going on within that tract, so that the boys while attending school get object lessons. When you are sick do you send for a doctor who has just come from Johns Hopkins but who has not had any practical experience? Never! When you engage in mining do you engage a scientific mining engineer? No. You want the practical man. Senator Edwards had, I think, fifty-two letters written to him by Yale graduates asking for jobs, and the answer in each case was: "I am sorry, but you cannot help me. You don't know my business."

That seems to be the condition that prevails everywhere in our country. We are raising silviculturists, but they have no experience, be-

cause there are no object lessons to be seen in our universities. I think we should not only raise money enough for the Chair of Lumber, but that we ought to give Yale a forest, because otherwise her graduates will be like the student of medicine who has never seen hospital work or done any practical work while he attended school. I hope indeed that this fund will be raised, because I am deeply interested, as you know, in the advancement of American forestry. That is my life work, my delight, and I want to put it on a sound footing. I do not ask you to raise money for a Chair of Forestry at Biltmore, because I hold that chair; but if you want to do something that would delight me much more than endowing such a chair send me your boys, and I will promise that I will make good lumbermen out of them.

On motion of John B. Ransom a vote of thanks was tendered the lumbermen of Louisville and New Albany for their proffered entertainment.

Reports of Secretary and Treasurer  
Approved.

Assistant Secretary Burchette then read the report of the finance committee approving the reports of the secretary and of the treasurer. This report was accepted and adopted.

On motion of F. C. Fischer several motions advocating the proposed changes in grading rules were referred back to the rules committee, of which R. H. Vansant is chairman, with the request that the committee at its convenience take up suggestions made and that further suggestions from all members on this subject be solicited and then submitted for approval on whatever changes may be deemed important. Mr. Fischer's motion prevailed.

Report of Committee on Poplar and  
Basswood.

The report of the committee on poplar and basswood, printed below, was read and approved;

To the Hardwood Manufacturers' Association of the United States, Gentlemen: Your committee on prices of poplar and basswood have carefully considered the present business conditions of the country, as well as the supply of lumber now in the yards of manufacturers and dealers and logs in sight that will be available in the near future.



GEO. E. W. LUEHRMANN, ST. LOUIS, MO.

We believe that conservative action on the part of this association will best serve the interests of all engaged in the manufacture or sale of lumber.

We therefore recommend that a price of \$45



for one inch ones and twos poplar and \$34 for one inch ones and twos basswood, 1 o. b. be adopted by this association; and for the other grades and dimensions the following schedule of prices be adopted:

POPLAR ROUGH STOCK WIDE.		Panel and No. 1.		No. 2.	
Thickness.	Width.				
1 1/2"	18" to 24"		\$47.00		
2"	24" to 27"		52.00		
2 1/2"	28" and up		62.00		
3"	24" to 27"		64.00	\$50.00	
3 1/2"	18" to 23"		54.00	45.00	
4"	28" and up		74.00	55.00	

Nos. 1 and 2.		No. 1		No. 2		No. 3	
Thickness.	Width.						
1 1/2"	18" to 24"		\$32		\$24		\$12
2"	24" to 27"		32		26		18
2 1/2"	28" and up		36		29		20
3"	24" to 27"		47		31		22
3 1/2"	18" to 23"		47		31		22
4"	28" and up		48		32		23
4 1/2"			44		30		28
5"			44		30		28
5 1/2"			46		41		30

## POPLAR SQUARES.

Nos. 1 and 2.		Common.		Nos. 1 and 2.		Common.	
Size.							
4x4	\$46.00	\$36.00	\$38.00	8x8	\$85.00	\$47.00	
6x6	50.00	40.00	48.00	10x10	59.00	49.00	
8x8	50.00	40.00	48.00	12x12	62.00	52.00	
10x10	55.00	45.00	52.00	14x14	67.00	57.00	

## INCH POPLAR BOX BOARDS.

8 to 12"		13 to 17"	
	\$38.00		\$50.00

## POPLAR PATENT OR DROP SILING.

Width.	No. 1.	Selects.	No. 1 Com.	No. 2 Com.
3 1/2"	\$41.00	\$55.00	\$27.00	\$20.00
4"	40.00	54.00	26.00	19.00
4 1/2"	39.00	53.00	25.00	18.00

## POPLAR CELLING.

Dimensions.		No. 1.		No. 2	
8"x3, 4, 5 and 6"	\$20.00	\$16.00	\$12.00		
10"x3, 4, 5 and 6"	24.00	20.00	15.00		
12"x3, 4, 5 and 6"	28.00	24.00	19.00		
14"x3, 4, 5 and 6"	35.00	27.00	21.00		
16"x3, 4, 5 and 6"	35.00	27.00	21.00		

## POPLAR PARTITION.

Dimensions.		No. 1.		No. 2	
15"x4, 5 and 6"	\$32.00	\$27.00	\$22.00		
18"x4, 5 and 6"	35.00	29.00	24.00		
21"x4, 5 and 6"	40.00	32.00	26.00		
24"x4, 5 and 6"	40.00	32.00	26.00		

## POPLAR DIMENSION STRIPS.

Nos. 1.		Selects.		No. 1		No. 2	
Size.							
3 and 4"	\$42.00	\$41.00	\$25.00	\$19.00			
5 and 6"	44.00	47.00	27.00	21.00			
7 and 8"	46.00	49.00	31.00	23.00			
9 and 10"	48.00	51.00	33.00	25.00			
11 and 12"	51.00	54.00	35.00	27.00			

## POPLAR MOLDINGS.

Under 1 inch, 70 per cent off; 1 to 3 inches, 65 per cent off; over 3 inches, 60 per cent National list.

## SPECIAL RANGE OF WIDTHS ON POPLAR ROUGH STOCK.

For wide run of stock add to prices of random widths, 7 inch and up, poplar, first and second grade only:

Under 9 inch, same as miscellaneous widths.

For specific widths add to random widths, 7 inch and up, first and second grade only:

10 inch wide, add \$ 2.
12 inch wide, add \$ 5.
14 inch wide, add \$ 7.
16 inch wide, add \$ 9.
18 inch wide, add \$11.
20 inch wide, add \$16.
22 inch wide, add \$18.
24 inch wide, add \$20.

For stock all 16 feet add \$3. Resawing \$1 per M extra.

For stock all 14 feet add \$3. Kiln drying \$2 per M extra.

For stock all 14-16 feet add \$2. Bundling \$1 per M extra.

Surfacing one or two sides \$1 per M extra.

A. J. GAHAGAN.  
M. F. GELINE  
J. W. MAYHEW  
C. M. CRAWFORD  
J. W. KITCHEN  
W. H. DAWKINS  
C. W. BIRI

## Report of Committee on Oak, Ash and Chestnut.

The committee on oak, ash and chestnut made the following report, which was adopted:

To the Hardwood Manufacturers' Association of the United States: We the undersigned committee on oak, ash and chestnut beg to report and recommend the following changes:

## PLAIN WHITE OAK.

Firsts and Seconds.		No. 1		No. 2		No. 3	
1 "	\$46.00	\$31.00	\$19.00	\$16.00			
1 1/4 "	48.00	33.00	21.00	17.00			



GEO. W. STONEMAN, ST. LOUIS, MO.

1 1/2 "	48.00	33.00	21.00	17.00
2 "	49.00	34.00	23.00	19.00
2 1/2 "	53.50	39.00	24.00	
3 "	58.50	41.00	25.00	
4 "	63.50	46.00	26.00	

Prices on plain red oak same as plain white oak.

## QUARTERED WHITE OAK.

Firsts and Seconds.		No. 1		No. 2	
8" 6 to 9"	\$40.00				
10" 6 to 9"	47.50				
12" 6 to 9"	55.00				
14" 12" and up	85.00				
16" 6 to 9"	62.50				
18" 6 to 9"	70.00				
20" 10 and 11"	90.00				
22" 12 to 14"	110.00				
24" 15" and up	160.00				
26" 14"	73.00				
28" 14"	73.00				
30" 14"	80.00				
32" 14"	85.00				
34" 14"	90.00				

## No. 1 Common.

1 1/2 "	\$25.00
1 3/4 "	30.00
2 "	35.00
2 1/4 "	40.00
2 1/2 "	45.00
2 3/4 "	60.00
3 "	48.00
3 1/4 "	48.00
3 1/2 "	48.00

## No. 2 Common.

1 "	\$25.00
1 1/4 "	28.00
1 1/2 "	28.00
1 3/4 "	28.00
2 "	28.00
2 1/4 "	28.00
2 1/2 "	28.00
2 3/4 "	28.00
3 "	28.00
3 1/4 "	28.00
3 1/2 "	28.00
3 3/4 "	28.00
4 "	28.00

Strips 1" clear face 2 1/2" to 4 1/2", \$50. 5" to 5 1/2", \$60. 1" common strips, \$25.

## QUARTERED RED OAK.

Firsts and Seconds.		No. 1		No. 2		No. 3	
1 "	\$62.50	\$40.00	\$22.50				
1 1/4 "	65.00	41.00	25.00				



EDW. H. LUEHRMANN, ST. LOUIS, MO.

1 1/2 "	65.50	43.00	25.00
2 "	65.50	43.00	25.00
1" clear face strips, 2 1/2" to 4 1/2",	\$45.00.		
1" clear face strips, 5" to 5 1/2",	\$55.00.		

## ASH.

Firsts and Seconds.		No. 1		No. 2		No. 3	
1 "	\$42.00	\$29.50	\$18.00				
1 1/4 "	45.50	31.50	20.00				
1 1/2 "	45.50	31.50	20.00				
2 "	45.50	31.50	20.00				
2 1/2 "	55.00	37.00	22.00				
3 "	57.00	39.00	22.00				
4 "	60.00	42.00	22.00				
1" clear face strips, 2 1/2" to 5 1/2",	\$35.00.						

## CHESTNUT.

Firsts and Seconds.		No. 1		Sound Wormy.		No. 3	
1 "	\$43.00	\$30.00	\$20.00	\$17.00			
1 1/4 "	45.00	31.00	22.00	18.00			
1 1/2 "	45.00	31.00	22.00	18.00			
2 "	46.00	32.00	23.00	19.00			

Respectfully submitted,

J. B. RANSOM,  
W. L. WATSON,  
A. F. STEELE,  
C. CRANE,  
OTTO LACHMUND,  
RALPH MAY,  
J. W. MAYHEW.

## Report of Committee on Cottonwood.

The committee on cottonwood grading and values was next read and approved. The report follows:

## GRADING.

To the Hardwood Manufacturers' Association of the United States: We the undersigned committee recommend that no change in the present grading rules on cottonwood be made.

## VALUES.

We the undersigned beg to report and recommend that the following prices (based on 10 cent rate to Chicago) be made on cottonwood:

4/4 firsts and seconds, 6" and up.....\$31.00  
4/4 firsts and seconds, 6 to 12".....30.00  
4/4 firsts and seconds, 13" and up.....35.00  
4/4 box boards, 8 to 12".....37.00  
4/4 box boards, 13 to 17".....42.00  
4/4 No. 1 Common.....22.00  
4/4 No. 2 Common.....16.00

For 1 1/2" add \$2 to above prices.

For 1 3/4" add \$3 to above prices.

For 2" add \$4 to above prices.

E. A. LANG, Chairman.

THOMAS W. FRY,

W. B. MORGAN.

## Report of Committee on Gum.

The report of the committee on gum grading and values was next read and approved. The report follows:

To the Hardwood Manufacturers' Association, Gentlemen: We recommend the following schedule of prices for red gum which we believe rep-



ANGUS MCLEAN, BUFFALO, N. Y.

9 to 11 inch, inclusive, \$2 per M extra.
10 to 17 inch, inclusive, \$3 per M extra.
12 to 17 inch, inclusive, \$5 per M extra.
18 to 20 inch, inclusive, \$9 per M extra.





men selected to fill the several offices were declared elected.

#### Retiring President Talks.

Retiring President Vansant then said: "Before I leave the chair I desire to return my sincere thanks for the hearty, loyal and continuous support I have received from the members and officers of this association. I bespeak for Mr. Wilms, and I believe you will give him, the same loyal support you have given me and also that you will find him better equipped to conduct your business for you."

#### President Wilms Takes Chair.

Upon assuming the chair President Wilms delivered the following brief address:

Gentlemen of the association. In having this great honor thrust upon me I realize the duties that go with the honor, and in being introduced as Mr. Vansant to you as the new president of this association I wish to say to you that it shall be my aim at all times and under all circumstances to preside at both executive and open sessions in justice to every one of its members. Taking the presidency of this association places a man so that he must realize that his personal interests are subservient to the good of its members. In taking the chair today it shall be my aim to continue along the lines in which this association has been conducted by our retiring president, Mr. Vansant, and his administration, his methods and his fairness and the spirit of equity which have been demonstrated throughout the time of his occupancy shall be the guiding light and the principles upon which I shall try to serve you to the best of my ability and to the best of the light that is given me. Gentlemen, what is your further pleasure?

#### For Efficient Service.

On motion of J. K. Williams a vote of appreciation was enthusiastically tendered the retiring president. Special stress in the motion was laid upon the very just manner in which he had presided at all meetings and in which he had conducted the affairs of the association and the affection in which he is held by every member of the organization.

In acknowledgment Mr. Vansant said: "I hardly have words to express my thanks for your kindness and for the assistance you have been to me since I have been your president. No one knows who has not been in that position the amount of labor required. This appreciation doubly pays me for all my efforts."

On motion the committee on dimension stock was continued to carry on and perfect its work.

On motion a vote of thanks was given the vice president, secretary and other officers for the splendid work which they have done. Lewis Doster responded for these gentlemen and said that both himself and the other officers fully appreciated the compliment that had been tendered them.

John B. Ransom, in a few well chosen words, thanked the association for again being chosen vice president.

#### Miscellaneous Business.

On motion of Simon Lieberman a committee was authorized to prepare a form covering standard form of sales rules that should be placed on all stationery of members of the association so as to make this rule uniform with all members. The chair appointed as such committee Simon Lieberman, R. M. Carrier, E. A. Lang.

E. L. Davis then announced that the time of the informal dinner which the lumbermen of Louisville and New Albany had planned for

association members and visitors would be 7:30 that evening. He extended an invitation to the manufacturers of dimension stock present to be in attendance at the meeting of the Hardwood Dimension Association which will be held at the Grand Hotel, Cincinnati, Wednesday and Thursday, Feb. 21 and 22.

F. C. Fischer then spoke as follows:

The selection of your vice presidents and directors is a matter of a great deal of importance to the work of this association, and I would direct your attention to the necessity of picking out representative men in each section—those who can influence new membership. These men should be able to work in harmony with the president and secretary toward the end suggested.

Further Mr. Fischer said:

The National Lumber Manufacturers' Association has taken up this question of terms of sale. I would urge this committee to support the action of the national association, which will make the terms of all manufacturers of this country uniform not only in hardwoods but everything else and give us the support we could not secure in any other manner.

On motion of R. H. Vansant the thanks of the association was tendered to the management of the Galt House for the kind and liberal treatment accorded the association.

F. C. Fischer presented a resolution legalizing the merging of the two sessions of Wednesday into one, which was adopted.

#### Report of Committee on Terms of Sale.

Chairman Lieberman of the committee on sales gave the following as a form of sales regulations to be attached to all proffers of sales and invoices by members of the association:

Terms: Two per cent ten days, 1 per cent thirty or sixty days, all on net amount from date of invoice.

Inspection: Our lumber is inspected according to the rules of the Hardwood Manufacturers' Association of the United States, and all quotations are based thereon. A copy of the rules will be cheerfully furnished on application. In case of dispute on grades it is to be reinspected by the Hardwood Manufacturers' Association of the United States, which shall be final.

The above is to appear on all stationery and all quotations.

S. LIEBERMAN  
E. A. LANG  
R. M. CARRIER.

The meeting then adjourned.

#### Meeting of Executive Board.

After the adjournment of the regular convention meeting, the executive board of the association held a session. At this meeting there were present William Wilms, president; John B. Ransom, vice-president; F. C. Fischer, treasurer; R. H. Vansant, R. M. Carrier, W. M. Ritter and C. Crane.

The most important business taken up was the arrangement for the development of association work for the coming year. It was planned that the details of work heretofore carried on through the secretary's office should be much augmented. Lewis Doster was reelected secretary and J. C. Burchette assistant secretary. It will be remembered that Mr. Doster retired from active participation in the association work last summer, owing to ill health, and has spent the past four months in Europe. He now comes back to take up this work, and in the future will devote his entire time to it. Mr. Burchette, who has been acting secretary during Mr. Doster's absence, was continued in the position of assistant secretary and will devote his time largely in the future to field work. The combined work of these two officers, it

is expected, will redound to the material advantage of the association.

The executive board entered into arrangements to increase the office force and machinery of the secretary's office in order to handle expeditiously the large volume of work which it is planned to accomplish during the coming year. The plans are so comprehensive that members and manufacturers of hardwoods, together with the consuming trade, will be able to obtain promptly full details on any subject they may inquire about. The objective work of the association during the coming year will be centered about conditions surrounding the movement of lumber from the forest to the consumer, and will be fully developed for the benefit of both members of the association and the consuming trade.

#### List of Officers.

##### EXECUTIVE BOARD

William Wilms, president, Chicago, Ill.  
John B. Ransom, first vice president, Nashville, Tenn.  
F. C. Fischer, treasurer, Coal Grove, O.  
R. M. Carrier, Sardis, Miss.  
W. M. Ritter, Columbus, O.  
R. H. Vansant, Ashland, Ky.  
C. Crane, Cincinnati, O.

##### STATE VICE PRESIDENTS.

G. E. W. Luehrmann, St. Louis, Mo.  
William Moore, Memphis, Tenn.  
C. Kramer, Richmond, Ind.  
Elmer W. Harris, Cedar Falls, Iowa.  
Floyd Day, Clay City, Ky.  
George E. French, Boston, Mass.  
H. E. Bacon, Memphis, Tenn.  
J. H. Himmelberger, Morehouse, Mo.  
W. T. Nason, Asheville, N. C.  
Frank F. Fee, Newark, O.  
W. H. McCormick, Philadelphia, Pa.  
N. W. Gennett, Ft. Madison, S. C.  
S. Lieberman, Nashville, Tenn.  
A. Deutsch, San Antonio, Tex.  
A. Johnson, Pennington Gap, Va.  
C. L. Ritter, Huntington, W. Va.

##### DIRECTORS.

A. C. Lange, Marked Tree, Ark.  
H. W. Mosby, Helena, Ark.  
E. A. Lang, Memphis, Tenn.  
Otto Lachmund, Chicago, Ill.  
J. V. Stimson, Huntington, Ind.  
Frank May, Evansville, Ind.  
J. H. Northup, Louisa, Ky.  
W. H. Hawkins, Ashland, Ky.  
William E. Litchfield, Boston, Mass.  
E. H. Nolan, Memphis, Tenn.  
W. B. Morgan, Memphis, Tenn.  
Thomas W. Fry, St. Louis, Mo.  
W. W. Wheeler, Poplar Bluff, Mo.  
G. N. Hutton, Hickory, N. C.  
C. A. Schenck, Biltmore, N. C.  
W. H. Nigh, Ironton, O.  
William I. Barr, Greenfield, O.  
W. H. Herbertson, Pittsburg, Pa.  
J. J. Mead, Pittsburg, Pa.  
M. F. Greene, Nashville, Tenn.  
A. J. Gahagan, Chattanooga, Tenn.  
H. Fugate, Richlands, Va.  
W. J. Newenham, Honaker, Va.  
E. L. Davidson, Parkersburg, W. Va.  
W. L. Watson, Mahan, W. Va.

Lewis Doster, Secretary.

J. C. Burchette, Assistant Secretary.

#### The Banquet.

The proverbial and famous hospitality of Louisville was emphasized by the delightful and informal dinner tendered the visitors on Wednesday evening. About 150 plates were laid in the large private dining room



The toast to the association was as follows:

Oyster Cocktail  
 Chicken Omelette  
 Chicken Broth with Potatoes  
 Sauterne  
 Broiled Whitefish, Maitre d'Hotel  
 Potatoes au Gratin  
 Roast of Chicken au Casserole  
 Orange Punch  
 Champagne  
 Ice Cream with Marshmallows  
 French Dessert  
 Celery Salad  
 Hot Apple Caramel  
 Assorted Cakes  
 Cream Cheese  
 Toasted Crackers  
 Coffee  
 Cigars  
 Music

The toastmaster, acting on behalf of the lumbermen of Louisville and New Albany, was E. L. Davis of the well-known hardwood and wagon dimension house, Edward L. Davis & Co. An interesting innovation at the dinner were the three to five minute speeches made by the orators of the occasion during courses. Mr. Davis gave the opening address, in which he most heartily voiced the hospitality of Louisville and invited the lumbermen assembled to come often. The response on behalf of the Hardwood Manufacturers was made by R. H. Vansant, retiring president of the association. During all the speech making business was eliminated, and the occasion resolved itself into a jolly good time, in which

The music, and the banquet, and the wine—  
 The garlands, the rose odors and the flowers  
 all contributed to an evening of perfect enjoyment. The unstinted hospitality of the lumbermen of Louisville and New Albany will long be remembered with extreme pleasure by those who were fortunate enough to be present.

#### Attendance.

Allen, Stuart A. C. H. & D. Ry., Cincinnati, O.  
 Bannister, J. C., Asst. Sec'y Hardwood Mfrs. Assn., Columbus, O.  
 Benson, E. B., Louisville, Ky.  
 Berger, W. E., W. H. Dawkins Lumber Co., Ashland, Ky.  
 Biederman, W. F., National Lbr. Mfrs.' Assn., St. Louis, Mo.  
 Bacon, H. E., Bacon-Nolan Hardwood Co., Memphis, Tenn.  
 Bruckner, Anton, Evansville, Ind.  
 Baird, J. H., Southern Lumberman, Nashville, Tenn.  
 Boyd, James, Lumber Trade Journal, New Orleans, La.  
 Barnes, W. E., St. Louis Lumberman, St. Louis, Mo.  
 Burke, Wm., Crawford, McGregor & Canby Co., Dayton, O.  
 Burt, C. W., Burt & Brabb Lumber Co., Ford, Ky.  
 Barr, Wm. I., Barr-Holaday Lbr. Co., Greenfield, O.  
 Berry, J. L., Louisville, Ky.  
 Ballard, Wm. C., Louisville, Ky.  
 Carrier, R. M., Carrier Lbr. & Mfg. Co., Sardis, Miss.  
 Clark, C. M., Swan-Day Lumber Co., Clay City, Ky.  
 Crawford, C. M., Yellow Poplar Lumber Co., Coal Grove, O.  
 Crane, Clinton, C. Crane & Co., Cincinnati, O.  
 Cowan, S. K., Southern Lumberman, Nashville, Tenn.  
 Campbell, A. W., Phelps, Ky.  
 Christian, T. J., Fullerton-Powell Hardwood Lbr. Co., South Bend, Ind.  
 Crowell, S. N., Tunica, Miss.  
 Culp, W. J., Klamath, Tenn.  
 Cockrell, F. B., Chicago, Ill.  
 Darnell, W. S., I. M. Darnell & Sons Co., Memphis, Tenn.  
 Dawkins, W. H., W. H. Dawkins Lumber Co., Ashland, Ky.  
 Day, Fred, Swan-Day Lumber Co., Clay City, Ky.

Dubois, H. E., Interstate Dispatch, Cincinnati, O.  
 Ducks, O. Askins & Ducks Lbr. Co., Union City, Tenn.  
 Duee, Chas., American Lumberman, Chicago, Ill.  
 Delaney, W. L., Kentucky Lumber Co., Burnside, Ky.  
 DeLongh, J. E., American Lumberman, Chicago, Ill.  
 Davis, J. E., E. L. Davis & Co., Louisville, Ky.  
 Dwiggin, G. A., Fountain City, Ind.  
 Davis, Edward L., E. L. Davis & Co., Louisville, Ky.  
 Fischer, F. C., Yellow Poplar Lbr. Co., Coal Grove, O.  
 Fry, Thos. W., C. F. Luehrmann Hardwood Lbr. Co., St. Louis, Mo.  
 Fisher, G. E., Fisher Bros., Louisville, Ky.  
 Fee, Frank F., Newark, O.  
 Fellows, G. D., G. D. Fellows Lbr. Co., Racine, Wis.  
 Fridman, C. D., Fridman Lumber Co., New Richmond, O.  
 Gamble, J. G., Louisville, Ky.  
 Gilchrist, W. A., Three States Lumber Co., Memphis, Tenn.  
 Greble, W. H., Three States Lumber Co., Memphis, Tenn.  
 Gahagan, A. J., Loomis & Hart Mfg. Co., Chattanooga, Tenn.  
 Gibson, H. H., HARDWOOD RECORD, Chicago, Ill.  
 Goodman, N., Ironton Lbr. Co., Ironton, O.  
 Greene, M. F., Davidson-Benedict Co., Nashville, Tenn.  
 Goodale, Levi C., E. K. Lbr. Co., Cincinnati, O.  
 Hartzell, Geo. W., Dayton, O.  
 Hodges, J. M., Bowling Green, Ky.  
 Hughes, J. D., J. D. Hughes Lumber Co., High Bridge, Ky.  
 Hill, J. V., Hardwood Mfrs.' Assn., Columbus, O.  
 Hill, G. S., Vestal Lbr. & Mfg. Co., Knoxville, Tenn.  
 Haas, A. Z., Williams-Haas Lbr. Co., Fayetteville, Tenn.  
 Hoyt, W. A. C. I. Hoyt & Co., Pekin, Ind.  
 Hossafors, H. C., Dayton, O.  
 Heaton, N. L., Hardwood Mfrs.' Assn., Columbus, O.  
 Johnson, A., Pennington Lumber Co., Pennington Gap, Va.  
 Jayne, S. W., Hardwood Mfrs.' Assn., Columbus, O.  
 Kitchen, J. W., Vansant, Kitchen & Co., Ashland, Ky.  
 Kampf, Albert R., Louisville, Ky.  
 Kline, D. E., Louisville Veneer Works, Louisville, Ky.  
 Kramer, C. H. C. & W. Kramer Co., Richmond, Ind.  
 Lang, E. A., Paepeke-Leicht Lumber Co., Memphis, Tenn.  
 Little, P. B., Little Lumber Co., St. Louis, Mo.  
 Lachmann, Otto, Bacon-Nolan Hardwood Co., Chicago, Ill.  
 Lieberman, S., Lieberman, Loveman & O'Brien, Nashville, Tenn.  
 Love, John W., Love, Boyd & Co., Nashville, Tenn.  
 Maphet, Ed., Logan & Maphet Lumber Co., Knoxville, Tenn.  
 Morgan, Edward, Baltimore & Ohio Railway, Louisville, Ky.  
 Mayhew, J. W. W. M. Ritter Lumber Co., Columbus, O.  
 McGeistand, A. J., W. E. Kelly & Co., Chicago, Ill.  
 McLean, W. A., Wood-Mosale Flooring Co., New Albany, Ind.  
 Moffett, Owen, Moffett-Bowman Lbr. Co., Madison, Ind.  
 May, Ralph, May, Thompson & Thayer, Evansville, Ind.  
 May, Frank, May, Thompson & Thayer, Evansville, Ind.  
 Maley, Claude, Maley & Wertz, Evansville, Ind.  
 Morgan, W. B., Anderson-Tully Co., Memphis, Tenn.  
 Nigh, W. H., Nigh Lumber Co., Ironton, O.  
 Norman, J. H., Louisa, Ky.  
 Norman, A. E., Norman Lumber Co., Louisville, Ky.  
 Orff, R. E., Ohio River Saw Mill Co., Louisville, Ky.  
 Palmer, Earl, Ferguson & Palmer Co., Paducah, Ky.  
 Perrine, Van B., Perrine-Armstrong Co., Fort Wayne, Ind.  
 Platter, F. M., North Vernon Pump & Lumber Co., North Vernon, Ind.  
 Powell, C. G., Fullerton-Powell Hardwood Lbr. Co., South Bend, Ind.  
 Plummer, Theodore, Plummer Lumber Co., St. Louis, Mo.  
 Ritter, W. M., W. M. Ritter Lumber Co., Columbus, O.  
 Roberts, W. J., Kentucky River Poplar Co., Frankfort, Ky.  
 Roy, G. A., Roy Lumber Co., Nicholasville, Ky.  
 Russe, W. H., Russe & Burgess, Memphis, Tenn.  
 Riel, Geo. F., Paepeke-Leicht Lumber Co., Memphis, Tenn.  
 Rule, Howard, Himmelberger-Harrison Lbr. Co., Morehouse, Mo.  
 Ransom, John B., John B. Ransom & Co., Nashville, Tenn.

Rawlings, C. M., Cincinnati, O.  
 Roads, D. W., Leesburg, O.  
 Robertson, John M., The Robertson Co., New Albany, Ind.  
 Redman, Wm., Glasgow, Ky.  
 Rhubusky, E. W., Louisville, Ky.  
 Schaeffer, E. C., Monticello, Ky.  
 Schenck, C. A., Biltmore Forest School, Biltmore, N. C.  
 Stimson, J. V., Huntingburg, Ind.  
 Steele, A. P., Carrier Lbr. & Mfg. Co., Sardis, Miss.  
 Shearer, J. H., Monticello, Ky.  
 Schmidt, Geo., Chicago Lbr. & Coal Co., Chicago, Ill.  
 Shippen, Ed., Louisville, Ky.  
 Sturm, W. D., Bell & Coggeshall, Louisville, Ky.  
 Senior, J. B., Kentucky Saw Works, Louisville, Ky.  
 Taylor, J. Crow, Sec'y Lumberman's Club, Louisville, Ky.  
 Thomas, R. L., Ford Lbr. & Mfg. Co., Ford, Ky.  
 Thomas, M. W., M. W. Thomas Lumber Co., Ashland, Ky.  
 Thayer, Nathan, May, Thompson & Thayer, Evansville, Ind.  
 Vansant, R. H., Vansant, Kitchen & Co., Ashland, Ky.  
 Vansant, W. R., W. R. Vansant Lumber Co., Ashland, Ky.  
 Vestal, Robert, Vestal Lumber & Manufacturing Co., Knoxville, Tenn.  
 Wilt, Geo. E., Pennsylvania Railroad, Louisville, Ky.  
 Wilms, Wm., Paepeke-Leicht Lumber Co., Chicago, Ill.  
 Watson, W. L., John W. Mahan Lumber Co., Mahan, W. Va.  
 Wyle, A. W., H. D. Casey & Co., Chicago, Ill.  
 Williams, J. K., Williams-Haas Lumber Co., Fayetteville, Tenn.  
 Williams, A. T., Williams-Haas Lumber Co., Fayetteville, Tenn.  
 Wertz, Daniel, Maley & Wertz, Evansville, Ind.  
 Webster, A. C., Huntsville Lumber Co., Huntsville, Ala.  
 Wyssbrod, E. V., E. V. Wyssbrod & Co., Panola, Ky.  
 Young, B., Young & Cutsinger, Evansville, Ind.

#### New Orleans Lumber Exporters' Association

Pursuant to a recent call, issued by several prominent exporters of New Orleans, the following lumbermen met Jan. 3 in the Hibernia Bank building, to organize an exporters' association. A temporary chairman and secretary were chosen, after which an election of permanent officers was held, resulting in the choice of S. J. Sutherland as president; W. A. Powell, vice president, and Ludwig Haymann, secretary-treasurer.

Discussion followed, which determined that the objects of the club should be to further concerted action in all matters in which members have common interest, particularly in reference to freight and terminal questions; to undertake to increase the membership and growth of the association by admitting all exporters of lumber, logs and staves, with the provision that the membership might be extended to other lumber interests later. The secretary was instructed to solicit applications for membership from other cities, notably Memphis and Lake Charles.

It was decided that members pay an entrance fee of \$25; the question of further dues was left open for the present. W. A. Powell, Oscar Gartner and Ludwig Haymann were appointed committee on organization, with instructions to prepare and submit a form of constitution and by-laws, to be presented to the members at their next meeting, Jan. 19.

Discussion developed many instances in which association influence would have been of great advantage to individual exporters, notably in difficulties arising from extortionate freight and terminal charges, and it was decided that by unity of purpose and concerted action much might be accomplished for this particular branch of the trade.

Those present were:

S. J. Sutherland, S. J. Sutherland Company.  
 W. A. Powell, W. A. Powell Co., Ltd.  
 Walter Gartner of Oscar Gartner.  
 Oscar Gartner.  
 Charles S. Elnus.  
 C. H. Rice, Southwestern Lumber & Box Company.  
 J. H. Hinton, Camp & Hinton Company.  
 P. T. Adam, Adam & Steinbrugge.  
 H. Eggert, Schut & Klein.  
 N. W. Murphy, Murphy Lumber Company.  
 Hans Forchheimer of Hugo Forchheimer.  
 Ludwig Haymann of Hugo Forchheimer.



# Annual Indiana Hardwood Lumbermen's Convention.

The seventh annual meeting of the Indiana Hardwood Lumbermen's Association was held at the Grand Hotel, Indianapolis, Thursday, Jan. 18. Well toward a hundred individuals prominently identified with the hardwood producing industry of the state were present, and the meeting was one of the most successful ever held by the association. This organization does not attempt to deal largely with legislative matters pertaining to the hardwood industry, but, although comparatively small numerically, it has always exercised a vast deal of influence in the work carried on by the two national associations.

Indiana is particularly noted as the birthplace of the hardwood industry of this country, since it was placed on a basis of satisfactory commercial conditions. This result has

been attained very largely by reason of the sagacity displayed and advice given by the Indiana Hardwood Lumbermen's Association. It was in this association that the basis of logical hardwood inspection was born, and from Indiana have come the inspection rules that now govern the marketing of a large portion of the hardwood lumber sold throughout the United States and abroad, as the basis of the rules of both the National Hardwood Lumber Association and of the Hardwood Manufacturers' Association of the United States originated in the brains of Indiana lumbermen. The application of both is now so nearly alike as to make the inspection results very nearly identical, and it will be the crowning effort of the Indiana Hardwood Lumbermen's Association when it achieves the object for which it has diligently labored for many years—the unification of these rules.

At 2:30 p. m. the meeting was called to order by Ralph May, vice-president of the association, owing to the absence of Presi-

dent J. C. Wood, who was confined to his home by illness.

## Work of Association During 1905.

The minutes of the last annual meeting were read by Secretary J. M. Pritchard and approved, whereupon he submitted a report on behalf of President Wood covering the work of the association for the year 1905, as follows:

To the Indiana Hardwood Lumbermen's Association, Gentlemen: We deeply regret, to say to you that on account of ill health our president, J. C. Wood, is unable to be with us at this, our seventh annual meeting. This is the first meeting of the Indiana Hardwood Lumbermen's Association when we have not been honored by his presence and helped by his conservative, wise counsel. We wish to assure you that no one regrets his inability to be with us on this occasion more than himself. As co-workers, since the beginning of our organization, we have always known that he was deeply interested in and

to work with Mr. Guirl and others to secure the adoption of both measures mentioned above. We are glad to report that both these measures were passed by the legislature. We believe that every shipper is well pleased and proud of the work accomplished by the State Railroad Commission, of which C. B. Riley of Indianapolis is secretary, and who, you will remember, addressed us at our last annual meeting. Many of our members are also enjoying benefits from the passage of House Bill No. 2, permitting many desirable insurance companies a fair chance to do business in this state.

On August 16 and 17 the National Wholesale Lumber Dealers' Association held a midsummer meeting at Ottawa, Canada, to which it invited all other lumber organizations to send representatives to meet with them and discuss what is now known as the Car Stake and Equipment Complaint. The president, J. C. Wood, represented our association in an official capacity. Other members present from our association were W. W. Knight and J. V. Stimson. At this meeting it was decided to prosecute this complaint and a Ways and Means Committee was appointed to meet at a later date, same to consist of the president and one other member from each lumber organization represented. This Ways and Means Committee held a meeting at the Auditorium Hotel, Chicago, October 25. Our president's health would not permit



CHAS. H. BARNABY, PRESIDENT, GREEN CASTLE, IND.



EARL PALMER, GUEST OF HONOR, PADUCAH, KY.



J. M. PRITCHARD, SECRETARY, INDIANAPOLIS, IND.

proud of this association. Our work together during the past year in an official capacity has been a revelation, showing that his interest in the association did not stop with the usual performance of duty connected with the office of president, but extended to what was more beautiful, a fraternal feeling for each and every member of this organization. The welfare of this association and of each individual connected with it has been foremost in his thoughts and his greatest concern. In the younger members of this association our president feels the same interest that a father feels for his son. His absence today is a great loss to us, and we wish to assure him of our best wishes for his immediate and complete recovery to health.

We received a letter a few days ago from C. A. Wood, our president's son, stating that his father was too weak to prepare a report of the work of the association during the past year and requesting the secretary to attend to this matter. In compliance with this request we will endeavor to submit to you a report of the work of the association for the year 1905.

At our last annual meeting, after due discussion and consideration, our association unanimously adopted resolutions favoring the enactment of what was known as the Newhouse Railroad Commission Bill, at that time pending in the legislature of the state of Indiana. This bill provided for a State Railroad Commission, which would represent all the interests of the shippers, consumers, manufacturers and producers in the state of Indiana. A resolution was also passed endorsing House Bill No. 2, introduced by Wm. H. Guirl of Clay City, a member of this association, and designed to give desirable mutual fire insurance companies of Indiana, as well as of other states, a fair chance to do business in Indiana on an equally reciprocal basis. Provision was also made at this meeting for a committee of our association

him, at that time, to attend this meeting and he requested the secretary to represent our association. The secretary was present at this meeting, the object of which was to raise funds to prosecute the said Car Stake and Equipment Complaint before the Interstate Commerce Commission. This meeting was well attended, representatives from twenty-five lumber organizations being present. It was decided to raise a fund of \$10,000 to prosecute this complaint, and we believe the amount was raised in less than twenty minutes. Our association pledged \$50, which has been paid. An attorney was employed, and at the present time progress is being made with this complaint, the latest advices indicating a satisfactory compromise of the case, but if this compromise is not reached the case will be resumed before the Interstate Commerce Commission in March.

By appointment of the president, your secretary also attended the Interstate Commerce Law Convention held at Chicago, October 26 and 27. A full account of this meeting will be given in a separate report.

For many years our association has been interested in the question of forestry, and three years ago we passed resolutions urging the enactment of a law which would provide that our association be entitled to one member upon the State Board of Forestry. We pushed this matter vigorously and the law was passed. The provision that a member of our association be appointed a member of this board took effect in May, 1905. In accordance with the pleasure of our association, the name of S. Burkholder of Crawfordsville was presented to Governor Hanly for appointment on this commission. The governor followed this suggestion and Mr. Burkholder was duly appointed a member from the Indiana Hardwood Lumbermen's Association and will today make a report to the association of his work on that commission.



During the past year the association has had two resignations, that of Kennedy & Co., Ltd., and W. B. Bishop. The latter has been replaced by the firm of Russell. We have the pleasure to express our thanks to our members for the support they have given to the association.



O. C. ADLER, CHICAGO, ILL.

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#### Report of Treasurer

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RECEIPTS	
Balance on hand at last meeting	\$842.11
Received for dues and extra banquet	130.50
Total	\$972.61

EXPENDITURES	
For R. W. Hildner, chair	\$25.00
For C. B. Ray, secretary	25.00
For postage and expenses	12.42
For W. B. Bishop, secretary	15.25
For banquet expenses last meeting	99.75
For donation to Shippers' Protective League	15.00
For donation to C. I. Mahard, Co. Stakeholders' Committee	50.00
Total disbursements	\$252.42
Balance on hand	\$720.19

#### A Report of Forestry Work in Indiana.

At the request of the chairman, Sam R. Hildner, who represented the association on the State Board of Forestry, read the following report, covering details of the forestry work undertaken by the state:

Gentlemen: The forestry question, which is now being introduced and agitated in the most



W. H. RUSSE, MEMPHIS, TENN.

agitated manner, positive under existing conditions, cannot interest no class of industrial people more than lumbermen. They must look to the forests as the source of supply for their business. In dealing with the subject of forestry in the relation to lumbermen I call attention to the following facts:

First, that no lumber business is a safe, important and legitimate one.

Second, that every improved and conservative method of handling timber in the mills will result in a larger yield.

Third, that the present method of handling timber in the forests is wasteful and destructive.

Fourth, that the present method is opposed to continuous forest management on timber tracts.

Fifth, that communities have interests in the perpetuity of the forests in the same manner.

Sixth, that the timber conditions in Indiana and elsewhere demand a more rational method of handling the forests.

Seventh, that the forest owners and the lumbermen, as a rule, do not understand that it is better to protect a good forest in the long run than to destroy it.

Eighth, that a knowledge of how to handle a forest right is not generally known or it is not properly used.

Ninth, that community interests and the lumber interests are now conducted in the same manner.

Tenth, that the facts which will admit of a successful contradiction. The enormity of the lumber industry is evident from the following statistics for the United States: the annual consumption of wood in the United States is 2,000,000,000 cubic feet. Of this amount

10,000,000,000 square feet is made into lumber, 500,000,000 cubic feet for railroad car construction, and a like amount for fencing material. It is estimated that the annual consumption of wood is 350 cubic feet per capita. For Indiana exact statements cannot be given, but good reliable inferences may be drawn. Indiana, a few years ago, according to the United States census, ranked fifth in the production of lumber. In 1898, the last partial statistics showed that 273,516,690 feet of lumber were sawed from the different varieties of timber in the state. That year was one of the largest in the lumber output, so that for Indiana the lumber business is very good, but growing less every year.

It is admitted truthfully that the present methods of handling timber, so far as sawing it with the least waste is concerned, leave little chance for improvement in most mills of any considerable capacity; the great destruction and waste come in the handling of the timber in the forest. A visit to a tract of timber that has just been cut for lumber will show no signs of any attempt at economy in the saving of the young timber. It would be hard to find an example of more absolute destruction. The young growing trees are not regarded in the felling of the timber. They are cut and slashed for every conceivable convenience of handling. In many instances if the young timber had been carefully protected and set aside, in a very few years another good crop might have been harvested, as great or greater in value than the one removed. No attempt is made or even considered of replanting the tract in timber; it is burned off and given over to agriculture.

This absolute disregard for the right conversion of the timber and a failure to perceive that it would have paid better to have protected the forests in harvesting and continuing the forest tracts has brought us face to face with timber scarcity and the damaged community interests of agriculture, as well as of lumbering. The lack of knowledge of these things, at a time when they might have been guarded, has put the community interests and lumbering in dual relation, and forestry has for its purpose the arbitration of these interests.

Lumber-dealers know of the condition of the timber supply in Indiana. We, as actual dealers, know of its scarcity. I am satisfied that the following facts must be admitted:

First, that the large virgin growths of poplar, walnut, ash, oak and cherry no longer exist in abundance to be purchased at any price in the hardwood district.

Second, trees are now bought at fancy prices which twenty years ago would not have been considered for fuel.

Third, that regions abandoned as sawed up twenty years ago, now have extensive mills and lumber traffic from the second crop to its almost complete exhaustion in the community.

Fourth, that the greatest competition exists in every locality of timber supply outside the state, as well as in it.

Fifth, that, so long as timber buyers have the cash and can offer enough, they can buy, except in rare instances.



W. A. BONSAK, ST. LOUIS, MO.

I do not care to submit any more of these facts for consideration. Lumber dealers may say truthfully that they can get all the timber they want without trouble; but the question is how many years from now will they be able to



2911. When every year sees vast areas of timber exhausted and put into agriculture and no attempt made to replant and cultivate, can it be possible that the end will never come? When less than one hundred years have consumed 27,100,000 acres of the finest hardwood timber from our state, how long will the 1,500,000 acres left last? Prophecy based on past facts tells us that at the present rate, if no attempt is made at replenishment, the timber supply of the United States will last only sixty years. Such statements are not myths. In this age of progress the demand and consumption of every community are on the increase. Unless there is a change in the methods of timber cutting and an effort at replenishment made, the timber supply must give out and the lumber business become a thing of the past.

It is for the preservation of the classes of forests and the building up of right sentiments and inclinations that forestry was instituted. It is in these capacities that the relation of forestry to lumbermen is to be found.

The law, setting the Board of Forestry Department has defined the duties in a very general way. The duties stated, as embodied in the law, are: To collect, digest and classify information respecting forests, timber lands, forest preservation and timber culture, and to recommend plans for doing these things. The law further states that the board shall recommend points and methods for the establishing of state forest reserves, and so far as practicable give out information on all the above phases of timber knowledge to associations and meetings of timber dealers, woodworkers, farmers and engineers of maintenance of the way of railroads.

From the points of duty, as stated in the law governing the board, the relation of forestry to lumbermen is a direct one. Timber promotion is the dominating element of duty. The things which should receive attention first, because of their concern to lumbermen, are the following:

Information should be collected and classified regarding the present forests so that the people may know the real conditions in the state.

A rigid movement legally should be made to conserve and rightly use the present timber in the state.

An urgent movement should be made to perpetuate the present timber areas by cultivation and replanting, especially so in those parts of the state where the timber has become most exhausted.

The waste lands of the state should be planted in timber of the most valuable kinds suited to their soil and moisture.

The state should make wanton destruction of timber a misdemeanor, punishable by law equal to the punishment meted out to offenders of our game and other natural resource laws.

Landowners should be required by statute to keep and cultivate a fractional part of their estates in timber and to retain the same up to a given standard in numbers per acre.

The state should have legal powers in the hands of forest officers to enforce laws for the betterment of timber lands to rebound in their general effect to the state's welfare.

the things here mentioned and even by a much more extended and stricter policy than here outlined. They have also found it wise that they did so.

We, as a state, are now in a prime condition to carry out a great work in forestry which, if delayed, will mean much greater outlay, effort and time to accomplish. In the state are sufficient timber areas, if proper treatment is compelled, to insure the state against a timber famine for the future. The present forests are in a shape to be cultivated easily because of the excellent stock of seeds and young trees they afford. Rightly used they will furnish a continuous supply of good timber equal to the present output. But, unless this is done, a timber famine must come to us as it has come to others. It may be in the future beyond our vision of time, but it must and will come unless a change takes place. I think I may sum up the whole relation of forestry to lumbermen in the following statements, which outline the policy to be followed by the department in its work:

First, to promote in the best way possible the present timber lands in the state by insisting that they be conserved, cultivated and used in the right way.

Second, to promote the planting of the waste lands in the state to timber of the most valuable commercial kinds suited to them in their soil and moisture conditions.

Third, to have landowners plant and cultivate new forest areas for economic uses as an auxiliary to the saving of the present timber areas;

Fourth, to recommend and induce such legis-

is kept out the trees will grow much faster.

At the end of twenty-five years there ought to be 150 to 200 trees to the acre on the entire 2,000 acres. At the end of fifty years there ought to be 100 to 150 trees to the acre. You



R. E. SWAIN, SHELBYVILLE, IND.

can make your own calculations as to what the 2,000 acres will be worth. S. BURNHOLDER

#### On Railway Rate Regulation.

The chairman then announced that J. M. Pritchard was a delegate representing the association at the Interstate Commerce Law Convention, held at Chicago, Oct. 26 and 27, and requested him to make a report on this subject. Mr. Pritchard's report was as follows:

Gentlemen: As a duly authorized delegate to the Interstate Commerce Law Convention held at Chicago, October 26 and 27, 1905, to represent the Indiana Hardwood Lumbermen's Association, I beg leave to submit the following report:

Prior to the date of the convention there was a discussion between N. W. McLeod of St. Louis and others on one side, and E. P. Bacon of Milwaukee, chairman of the executive committee of the Interstate Commerce Law Convention, as to the seating of delegates who might not be in harmony with the subject matter of the call; namely, a paragraph taken from President Roosevelt's message to Congress in 1904 which reads as follows:

"The Interstate Commerce Commission should be vested with the power, where a given rate has been challenged and after full hearing found to be unreasonable, to decide, subject to judicial review, what shall be a reasonable rate to take its place; the ruling of the commission to take effect immediately and to obtain unless and until it is reversed by the court of review."

The executive committee, of which E. P. Bacon was chairman, ruled that any delegate not in harmony with the scope of legislation outlined in the extract from President Roosevelt's message quoted above would not be eligible to a seat in the Interstate Commerce Law Convention. Said ruling grew out of the fact that the executive committee had received from many reliable sources information that the railroad corporations were influencing the appointment of delegates and furnishing them transportation to the convention in the attempt to pack it with delegates hostile to legislation for increasing the powers of the Interstate Commerce Law Convention.

On the morning of Oct. 26 about four hundred persons, claiming to be delegates to the Interstate Commerce Law Convention, under the leadership of D. M. Parry and N. W. McLeod, appeared at Steinway Hall and applied for admission. The executive committee of the Interstate Commerce Law Convention had prepared the following declaration of principles, which all delegates were required to sign:

"We, the undersigned delegates, for ourselves and for the association or organization which we represent, endorse the principles of the foregoing call for the Interstate Commerce Law Convention, and endorse and agree to support the legislation as outlined in the president's last annual message to congress to so amend the Inter-



S. BURNHOLDER, CRAWFORDSVILLE, IND.

lation as will insure a better respect for timber and timber promotion throughout the state;

Fifth, to stand as a bureau of information in the best sense for all the phases of such, as is set forth in the law creating the board.

In the performance of these duties we ask the united support of the Indiana lumbermen.

Of the 2,000 acres that the Forestry Reserve contains, 1,400 acres have a fine stand of second growth hardwoods. Three hundred acres of this has been cultivated; that is, all the worthless and inferior trees have been cut out, leaving on an average about 200 trees to the acre, ranging in size from two to fifteen inches in diameter. The worthless stuff is disposed of for ties, spokes, lumber and fuel.

On the 600 acres that had been in cultivation before the state purchased them there have been about 250 acres planted in seeds of oak, ash, hickory, chestnut, walnut, wild cherry, black locust, Kentucky coffee-tree and catalpa. I think that I can safely say that at the present time there are growing about 50,000 black walnut, 75,000 standard oaks, 35,000 hickory and a like amount of chestnut and ash.

The fields were plowed and planted in corn and tomatoes the summer before planting, which was done in the fall. The seeds are planted four feet apart and are cultivated the same as corn. At maturity of the proposition the entire 2,000 acres ought to be planted and cultivated to the best hardwoods in the country.

You must not think that it takes 200 to 300 years for trees to grow, and that by counting the rings on the log you can tell the age of the tree, for often there is more than one ring a year. Then, again when the young trees are cultivated and all the worthless undergrowth



W. W. KNIGHT, INDIANAPOLIS, IND.

These suggestions may seem out of question and unreasonable, but other nations who have in the past been as lax as we are in the conservation of their timber lands have been compelled for their general welfare to accomplish



state Commerce Law that the Interstate Commerce Commission shall be given the power, where a given rate has been challenged, and after being found to have been unlawful, to pass a law that shall be a lawful and proper

found to be inadequate, should be so amended as to provide speedy, efficient and permanent relief.

"We recognize the great and almost universal dissatisfaction with the interstate commerce law as now administered or enforced is due to the delay in reaching a determination of questions demanding early and final settlement, and we urge upon congress the imperative necessity for providing the necessary machinery for relief."

I desire especially to call your attention to the following paragraph in the resolutions adopted at Steinway Hall, which reads as follows:

"The Interstate Commerce Commission should be vested with the power, where a given rate has been challenged and after full hearing found to be unreasonable, to decide, subject to judicial review, what shall be a reasonable rate to take its place; the ruling of the commission to take effect immediately and to obtain unless and until it is reversed by the court of review."

In this connection permit me to call your attention to a paragraph from the resolutions adopted at Music Hall, viz:

"We are unalterably opposed to conferring upon the Interstate Commerce Commission, or any other appointive agency, the power to prescribe rates for transportation, believing that such action would prove a dangerous experiment inimical to the best interests of commerce and the continued development of this country."

You will note that the resolution adopted at Steinway Hall favors the enactment of a law by congress giving the Interstate Commerce Commission the power, when a given rate has

nor do they want, initial rate making power vested in the government; nor was there a sentiment among the commercial organizations represented at Steinway Hall favoring any unfairness whatever toward railroads. The greatest friends in the United States of the railroads are the very people that they are trying to make it appear are their enemies, none of whom would for a moment class themselves with any socialistic movement to deprive the railroads of their just constitutional rights, nor their rights to make proper earnings on the actual capital invested in accordance with the risks undertaken. I would call your attention to President Roosevelt's recent message to congress, from which I quote the following:

"I call your attention to the fact that my proposal is not to give the commission power to initiate or originate rates generally, but to regulate a rate already fixed or originated by the roads, upon complaint and after investigation. A heavy penalty should be exacted from any corporation which fails to respect an order of the commission. I regard this power to establish a maximum rate as being essential to any scheme of real reform in the matter of railway regulation. The first necessity is to secure it; and, unless it is granted to the commission, there is little use in touching the subject at all."

I would also call your attention to the addresses made at Steinway Hall and have you observe that in no instance was there the slightest sentiment expressed in favor of the government initiating railroad rates. The shippers wish to be perfectly fair and reasonable with the railroads, but as the matter stands today the railroads have all the advantage over a shipper with a just complaint of discrimination. The shipper has practically no recourse except a very expensive and doubtful process of law, and it is shown that the time it would take to get a final disposition of such a complaint makes it absolutely impossible for a man, during his lifetime, to get any redress whatever. It is not desired that the government go into the business of initiating railroad rates, as this matter should be left entirely with the railroads, and I wish to make it clear that if the Interstate Commerce Commission had the power to name a maximum rate it would not in any way interfere with the railroads initiating rates, and it would not disturb a single tariff now in force except when upon complaint and investigation said tariff was found to be unreasonable and discriminatory. And I desire again to call your attention to the fact that the Interstate Commerce Commission, in exercising such power, is prevented by the fourteenth amendment of the constitution of the United States from naming a rate that would be unfair or unreasonable for the railroads.

I do not believe there is a man present who does not realize the great good the railroads have done in the development of our country, nor do I believe there is a man present who is not friendly to the railroad interests. I am of the opinion that the United States congress should pass a law along the lines suggested for increasing the powers of the Interstate Commerce Commission. The government unquestionably has a right to pass such a law, which



JAS. BUCKLEY, BROOKVILLE, IND.

rate to take its place; the ruling of the commission to take effect immediately."

The four hundred persons under the leadership of D. M. Parry and N. W. McLeod having refused to subscribe to the foregoing declaration of principles were not admitted to Steinway Hall and went in a body to Music Hall, where all necessary arrangements had been made for holding a convention, and proceeded to organize what is now known as the "Federal Rate Regulation Association," but what was popularly known at the time as the "Rump" Convention.

After carefully considering the declaration of principles and finding that they were in entire harmony with former resolutions unanimously passed by the Indiana Hardwood Lumbermen's Association I subscribed to same and remained with the regular convention held at Steinway Hall. There were 353 delegates present, representing 31 national organizations and 202 state and local organizations.

J. V. Stimson, a member of our association, was also present as a delegate from his congressional district.

It is impossible in the brief time that I have to give in detail the proceedings of the convention.

After two days of careful consideration of the question of federal rate regulation the convention unanimously adopted the following resolutions:

"Resolved, first: We, the delegates assembled in Chicago, under a call issued to those commercial, producing and manufacturing organizations that sustain the President of the United States in his publicly expressed views as to Interstate Commerce Law Amendment, congratulate the country that Theodore Roosevelt, as President of the United States, has shown his wisdom and patriotism in recommending to congress constitutional, effective and just measures for the regulation of interstate commerce that shall provide for the people a national tribunal with power to substitute a reasonable and just rate or classification for one proven to be unreasonable and unjust, and yet that shall preserve to the railroads just and reasonable control over their properties and revenues."

In connection with the resolutions adopted by the Interstate Commerce Law Convention it might also be well for us to note a resolution adopted by the Federal Rate Regulation Association against the railroads:

"We are unalterably opposed to conferring upon the Interstate Commerce Commission, or any other appointive agency, the power to prescribe rates for transportation, believing that such action would prove a dangerous experiment inimical to the best interests of commerce and the continued development of this country."

"Recognizing existing evils connected with the transportation interests of the country; viz., all forms of rebate or favoritism extended to one individual or locality to the disadvantage and detriment of others or effected through private car lines, industrial, terminal, or switching lines, manipulation of freight classification, unfair and unequal distribution of freight equipment, or by any other or different means, we demand the most rigid enforcement of the law which it



W. A. BENNETT, CINCINNATI, O.

been challenged and found to be unreasonable, to substitute a reasonable rate, the same to take effect immediately, subject to revision by the courts. In the resolution adopted at Music Hall you will observe that it opposes conferring any such power upon the Interstate Commerce Commission. This, to my mind, is the only vital point at issue and the one to which I will attempt to confine my discussion.

It is simply a question of whether the government shall pass a law empowering the Interstate Commerce Commission or some other proper body to name a maximum rate where a challenged rate has been found to be unreasonable and discriminatory. Permit me, at this point, to state that the constitution of the United States protects the right of earnings which are just to the railroads and would not uphold the action of any commission that would name an unreasonable rate which would be considered as depriving such carrier of its property without due process of law and would, therefore, be a violation of the fourteenth amendment to the constitution of the United States. Or, to put this matter a little more clearly, it is simply a question of whether the government of the United States will control and regulate the great railroad corporations doing an interstate commerce business, or whether the great railroad corporations will control the government.

The main argument of those opposed to conferring any power of regulation of rates upon the Interstate Commerce Commission is that it would be socialistic for the government to go into the business of making rates, which they contend is what President Roosevelt and those advocating his policy demand. As it appears to me these are not facts at all. The friends of rate regulation by the government do not ask,



G. H. PALMER, SHERIDAN, IND.

would undoubtedly be of great benefit to both shipper and railroad.

There is absolutely no occasion for the feeling that has been expressed by those opposing such legislation that it would cause a great



disaster to the business interests of this country to confer such a power upon the Interstate Commerce Commission. Permit me to call your attention to the fact that for ten years after the establishment of the Interstate Commerce Commission it exercised the power of regulating rates. During these years the law worked well, and in some cases the railroads asked that this power be exercised in connections where they were mutually interested. Several hundred cases were adjusted without adverse criticism. In 1897 the supreme court decided that congress had not conferred upon the commission the power to fix a rate. This, for all practical purposes, made the law valueless except for the purpose of collecting data and giving publicity to facts. Since that time the commission could hold meetings and decide contests, but it could not remedy the evil complained of. The railroads could do as they pleased, as there was no power to enforce the commission's decrees.

All that is demanded by the shippers of the country is the reestablishment of the Interstate Commerce Commission with the power that it was supposed to have had when it was first created. There would be no agitation today on the question of governmental regulation of railroad rates if there had not been a system of rebates practiced by railroad corporations in favor of large shippers, thereby discriminating against a host of other shippers. All the American wants is a square deal. As a rule (there are some exceptions) he wants only an equal chance with his competitor, and it is wrong to state that President Roosevelt and the people favoring this particular legislation proposed by him are unfriendly to the railroad corporations. The United States government is not now and never has been unfriendly to any particular class of its subjects, and would not, if it had the power, harm by any act the proper earning power of any corporation whether in the railroad business or any other line of business. It is my firm conviction that it is the duty of the United States government to provide such machinery for the regulation of corporations doing an interstate commerce business that the practice of discrimination against any shipper or class of shippers will have to cease.

We have been told by the representatives of the railroad side of this question that there were no rebates nor discriminations since the passage of the Elkins' Act. This is a good measure and no doubt conditions have improved, but this law falls short of the power necessary for the Interstate Commerce Commission to have to properly protect the rights of shippers, and what would seem to be a peculiar position for the railroad corporations who have never given rebates nor discriminated against any of the shippers along its lines is the appearance in Washington of a committee representing the Trans-Mississippi railroads, promising the Interstate Commerce Commission that in the future they will work in harmony with the commission and do everything in their power to prevent further unlawful practices of this kind.

The United States government is greater than any individual or any corporation or any com-

equal privileges and rights as citizens in the use of these common carriers. It matters not how large a shipper may be nor how small, it is a fundamental principle of our government that each should enjoy the same privileges. Try as we may, we cannot get away from this principle, and I believe that now is the time to settle this question. It is to be noted that the people most interested in this legislation proposed by President Roosevelt are the law abiding and intelligent business men of this country. The railroad rate question is the liveliest issue before the American people today. There is no power so strong in the United States as public opinion. President Roosevelt represents public opinion on this question and if the United States senate fails to pass a law strengthening the hands of the Interstate Commerce Commission in the matter of railroad rates along the lines suggested, we will find this question bobbing up in the next national campaign as a campaign issue. I believe the business interests of this country would regret to see this. This question should not be made a political issue. It is simply a question of square dealing, and a political party that might happen to get the matter of rate regulation into their side of the platform would carry the matter entirely too far. President Roosevelt is right on this question, and we should stand by him to a man.

However, I shall not suggest in this connection any resolutions but submit the report to you for your consideration and such action as you may deem advisable. J. M. PRITCHARD.

Mr. Pritchard's analysis of the work of the Interstate Commerce Law Convention

It was more or less of a disgrace to be a hardwood lumberman, and I remember having a conversation with an old friend a dozen or fifteen years ago who said, "Our business is more or less disreputable and if anything can be done to



THEODORE FATHAUER, CHICAGO, ILL.

better conditions you can count me in."

And in a comparatively short time, a dozen years or so, the improvement has been wrought, until I can stand here and assert that I am proud to be a hardwood lumberman.

Hardwood lumbermen have passed from the foot of the class to the head thereof. It is today the best organized department of the lumber business; it is showing the way to every other department of the lumber business; it is blazing a new path and is sailing unknown seas: "It is boldly standing forth, with flag unfurled, To take the light of truth into the darkened world."

That all of this has been accomplished in so brief a space is a matter of congratulation; that Chicago lumbermen, St. Louis lumbermen, Memphis and Cincinnati lumbermen, can meet here in harmony and hobnob with Indiana lumbermen, and with each other, is a good thing; that there still exists some slight friction is not a matter for surprise, nor should it discourage those whose hearts are in this work of reform. It is impossible that all this prejudice which has been fifty years in forming, that all these feuds which are the result of fifty years of growth, should not require a little time to eradicate. Time can heal these wounds, and time alone, but left to itself time will do its perfect work.

When it comes to speaking of the part Indiana has played, you must excuse me for claiming that Indiana has been almost the "whole thing." You see, Indiana lumbermen had this advantage from the beginning—they did not need reform. All we had to do was to reform the other fellows. Indiana was all right all the time.

The lumber business exists on a higher plane today than ever before. Anyone who has been in the hardwood lumber business for the last twelve or fifteen years will appreciate that, and anyone who denies that organization is what accomplished it does not, I think, understand himself. There has always been a certain portion, and it seems to me a selfish portion, of the hardwood lumber trade which has stood aloof from all associated effort; but it is in gatherings of this kind that the work has been accomplished, not alone by the legislation enacted, important as that is, but I believe that more is due to the fraternal feeling engendered by such meetings and the acquaintances formed thereat. A lumberman does not wish to attend these meetings and be held in ill-repute; he doesn't like to have the other lumbermen point him out as having something the matter with him.

Our business is shrinking, it is true. Indiana was in at the birth of the lumber business, and bids fair to be in at the death. We did not organize any too soon, if we are to derive any benefit from the work. The only regret I have, regarding the Indiana association, is that it was not born twenty-five years ago. The Indiana association is not the strongest, numerically, possibly, because the association was not organized until the glory of Indiana had departed, but it is as strong in influence as any of them.

The National Association made a wise move when it located its office at Indianapolis, where it would be subjected to no influence except the pure and holy influence of Indiana lumbermen. The National Association did a wise thing when it listened to the Indiana Association in the making of its rules; it did a wise thing when



C. KRAMER, RICHMOND, IND.

was referred to a committee on resolutions, consisting of S. Burkholder, Daniel Wertz and George H. Palmer.

#### Appointment of Nominating Committee.

On motion of S. Burkholder the chairman was authorized to name a nominating committee for officers for the ensuing year. He named a committee consisting of C. A. Wood, W. W. Knight and B. F. Swain.

#### J. V. Stimson's Paper.

J. V. Stimson was then called upon for a paper on the subject of the "Organization of the Hardwood Lumber Trade and the Part the Indiana Association Has Had Therein." Mr. Stimson's paper follows:

The hardwood lumber business is not what it has been; even so late as a dozen or fifteen years ago conditions were as bad as they could well be.

It was no credit to a man to be a hardwood lumberman; he was looked down upon by the white pine lumberman, by the yellow pine lumberman and by all other classes of lumbermen, and was looked upon as a pariah with his hand against every man and every man's hand against him. There was no fraternal feeling among them, no common purpose or impulse swayed them; every man in the business was the enemy of every other man. The dealers in the different markets were arrayed against each other, city against city, and the manufacturer against the dealer; everything was in a condition of dissension and discord.



GARDNER I. JONES, BOSTON, MASS.

bination of corporations. It is a government of the people, by the people and for the people, and it is, therefore, absolutely necessary that the government so control the interstate commerce business that all persons may enjoy



acted in Indiana again for president, and did nothing was doing when it succeeded him, at the expiration of his term of office, by the election of a gentleman from just across the river in Kentucky who is to all intents and pur-



D. F. CLARK, MINNEAPOLIS, MINN.

poses at Indianapolis. With characteristic and sturdy Indiana honesty, he could not endure to see a man from Fort Wayne, thereby giving the impression that it was Indiana lumber he was selling when most of it came from Kentucky and Tennessee, so he moved across the river that there might not be any misunderstanding about the matter.

As I understand, the National Association has done some wise things, and, if I mistake not, it will continue to do wise things. The National Association is sailing unknown seas; it has no precedents to guide it and, as a consequence, it does about as it pleases. It is establishing precedents of its own. It leads, let others follow. It sets precedents which hamper the Indiana Association; and, if, in order to present a better picture of the work of organization, it is deemed necessary to elect Mr. Palmer, we will do so, and that will not be defeated by a little thing being lacking, such as Mr. Palmer's school.

I will not enter into the work which Mr. Palmer has been elected, but I will say that no man is doing that work more than does the Indiana Association. We have watched it, and know all about it, and we pronounce it good and are proud to claim Mr. Palmer as an ex-Indianian.

If Indiana says it wants him, that will settle it. The politics of the Indiana Association are inherited.

#### Report of Committee on Resolutions.

The committee on Resolutions submitted the following:



W. H. RUSSE, MEMPHIS, TENN.

Resolved, That we unanimously endorse a resolution passed by said convention, which reads as follows:

Resolved, That we sustain the president of the United States in his publicly expressed views as to Interstate Commerce Law Amendment, and congratulate the country that Theodore Roosevelt, as President of the United States, has shown his wisdom and patriotism in recommending to congress constitutional, effective and just measures for the regulation of interstate commerce that shall provide for the people a national tribunal with power to substitute a reasonable and just rate of classification for one proven to be unreasonable and unjust and yet that shall preserve to the railroads just and reasonable control over their properties and revenues." Be it further

Resolved, That a copy of these resolutions be sent to each representative and senator in congress from the state of Indiana.

After discussion, upon motion, the resolutions were unanimously adopted.

The committee further reported the following resolutions:

Whereas, The worthy secretary of this association has devoted a great amount of attention and thorough consideration to the preparation of his report on the Interstate Commerce Commission; and,

Whereas, We appreciate his efforts at seeking light on this subject, in which we are all deeply interested; therefore be it

Resolved, That the thanks of this association be tendered him

S. BURKHOLDER,  
G. H. PALMER,  
DANIEL WERTZ

The resolutions were unanimously adopted.

#### Endorse Policy of N. H. L. A.

Mr. Pritchard then moved the adoption of the following resolution, which was unanimously carried:

Whereas, The Indiana Hardwood Lumbermen's Association recognizes the value of the work now being carried on by the National Hardwood Lumber Association in promoting the interests and protecting the welfare of the hardwood trade; therefore be it

Resolved, That the Indiana Hardwood Lumbermen's Association endorse the present policy of the National Hardwood Lumber Association, and stand ready to cooperate with that association in all its great work.

#### Earl Palmer Addresses Convention.

Earl Palmer, president of the National Hardwood Lumber Association, was called upon by the chair, and addressed the convention as follows:

I did not come here with the intention of making a speech, and for that reason have no address prepared for the occasion. It is not, however, a difficult task for me to talk to an audience of Indiana lumbermen, owing to the fact that I am a Hoosier by birth. I desire to thank you for the approbation expressed in the resolution just adopted, approving the policy of the National Hardwood Lumber Association during my administration. My only effort has been made with the one end in view, to hand out an absolutely square deal on all occasions, and I am greatly gratified to know that efforts along these lines have borne such good fruit.

I am here today for the purpose of inviting every member of the Indiana Hardwood Lumbermen's Association to connect themselves with the National Association. At an early period in the existence of that association the Indiana people were always found at the forefront, but some were, and a number of them wandered off after "strange gods." Their presence in the ranks of the National Hardwood Lumbermen's Association has been sadly missed. It is with pleasure, however, that I note the fact that they are beginning to return to their old allegiance.

We have just snatched one brand from the burning in the person of the old warhorse, Sam Burkholder, and I desire to make the statement that the vilest sinner may still return. I do not ask you to withdraw your membership from any other association with which you may now be connected, as I believe there is room in the world for all associations, but I do believe that the work that the National Hardwood Lumber Association is now carrying to a successful issue deserves the support of every hardwood lumberman in the state of Indiana, and I trust that it will not be long until we have the application of every member of the Indiana Association on file with the secretary of our association.

It is a great pleasure for me to return to Indiana upon occasions of this nature, and I shall always attempt in future to attend the meetings of the Indiana Hardwood Lumbermen's Association.

#### W. H. Russe Talks.

W. H. Russe, of Memphis, was then called upon, and addressed the convention as follows:



LE ROY BURKHOLDER, CRAWFORDSVILLE, IND.

This is the first opportunity I have had of attending a meeting of this association from the fact that when I left here there was no association of Indiana lumbermen. I was located here, in fact born and raised here, and own the house that I was born in, which I would not dispose of for double its value. I started in with H. C. Long, with whom I remained ten years, and then branched out in business for myself. When I get enough to retire I shall come back to the old place to live and, if I should die before I accomplish that purpose, my remains will be buried in the old lot in Crown Hill Cemetery.

Indiana lumbermen have a reputation all over this country, and when Mr. Stimson made his talk about the example of Indiana lumbermen he failed to state that they are scattered everywhere; in fact, until the last crusade when they began to come to Memphis from all sections of the country, with one exception all the mills in Memphis were run by Indiana people. But Indiana people have not always had the best reputation everywhere. I remember one time when my partner, Mr. Burgess, and myself stopped off at Knobel, Ark., to look at some timber. Knobel, at that time, was a junction point, at which there was a hotel, one store and a few houses. We secured horses in the morning and started out. The mosquitoes were thicker than bees. After having gone about a mile the old doctor, who was acting as agent for the people who owned the land, turned around and said: "What state are you gentlemen from?" I told him that we were from Indiana. His countenance fell, and he said: "Good Lord! our penitentiary is full of Indiana people!" I told him that anybody who left the good old state of



W. S. DARNELL, MEMPHIS, TENN.

Indiana to come to Arkansas left such a reputation behind him that it was wise for him to leave the state and try and hide himself, for he had evidently done something that prevented his return.

I wish to invite the Indiana Association, on behalf of the Memphis Lumbermen's Club, to the annual meeting on May 3 of the National Hardwood Lumber Association. It is not necessary for you to be a member of the National Association to become our guest. We have lived down there so long that we have become imbued with the true southern hospitality and you will be graciously and cordially entertained. We sincerely hope that one and all will accept the invitation on behalf of the Memphis Lumbermen's Club and attend that meeting. You will have to admit that Indiana is going back as being the "head-setter" of hardwood lumber. Memphis is the largest hardwood lumber producing center and the "only pebble on the beach" at present. We sincerely hope you will come down.

Following Mr. Russe's address was a brief one by W. S. Darnell, of Memphis, in which he related some very entertaining facts concerning early Indiana lumber history, with which his father and himself were closely identified, and cordially renewed the invitation made by Mr. Russe, saying it would be a great pleasure to the National Association and to himself personally if every member of the Indiana Association would visit Memphis and become the guests of the National Hardwood Lumber Association and of the Memphis lumbermen at the annual meeting on May 3 and 4.

#### Officers for Ensuing Year.

The committee on nominations submitted the following report:

We, your committee on nominations, beg to report the following nominations for officers and directors for the year to come:

C. H. Barnaby, Greencastle, president; Ralph May, Evansville, vice-president; J. M. Pritchard, Indianapolis, secretary; Geo. H. Palmer, Sheridan, treasurer. Sam Burkholder, Crawfordsville; Clarence Kramer, Richmond; James Buckley, Brookville; B. F. Swain, Shelbyville, and C. A. Wood, Muncie, directors.

W. W. KNIGHT, Chairman

C. A. WOOD,

B. F. SWAIN.

On motion of J. V. Stimson, the report of the nomination committee was unanimously adopted by a rising vote, whereupon the chairman declared the above named persons were duly elected as officers and directors for the ensuing year. Mr. Barnaby was then escorted to the chair by Vice-President May, and addressed the association, in a very neat speech, thanking it for the honor conferred upon him.

On motion, a committee, composed of George H. Palmer, J. M. Pritchard and S. Burkholder, was appointed to investigate the advisability of the association undertaking an excursion to Cuba following the adjournment of the annual meeting, to be held in 1907.

C. A. Wood announced that it was the wish of his father that he express his deep regret at not being able to attend this meeting and that he desired to thank the secretary of the association and all the members for their kind support to him.

The convention then unanimously passed a resolution expressing regret that Mr. Wood was unable to be with them for this meeting and their hope that he would have a speedy and complete recovery.

Vice-President May then invited the members and the visitors at the meeting to become the guests of the Indiana Hardwood Lumbermen's Association at a banquet in the private dining room of the Grand Hotel, at 7:30 p. m.

Adjournment was then taken.

#### The Banquet.

Promptly at 7:30 the members and their guests assembled in the large and beautifully appointed private dining room of the Grand Hotel, where they sat down to a delicious and splendidly served dinner. The menu was as follows:

Manhattan Cocktail		
Lynn Havens		
Radiators	Olives	Celery
Green Turtle Soup		
Salted Almonds		
Rhine Wine		
Broiled Walrus	Potato Croquettes	
Sweetbread Patties	Green Peas	
Maraschino Punch		
Chicken a la Maryland		
Nesselrode Pudding	Cakes	
Roquefort Cheese	Cafe Noir	Bent Crackers
Cigars		

President-elect C. H. Barnaby acted as toastmaster in a most entertaining manner. The dinner was enlivened with music by Beiser's orchestra, which played national and popular airs, for which it received enthusiastic applause. At the conclusion of the meal, Toastmaster Barnaby introduced E. V. Stewart, of the Sinkler-Davis Company, and his accompanist, N. Hoffman, of E. C. Atkins & Co., Inc. Mr. Stewart, much to the delight of the assembly, sang the Stein Song, and very courteously responded to several encores. The toastmaster then introduced President Palmer, of the National Hardwood Lumber Association, who made one of his characteristically frank and pleasant addresses; he was followed by W. H. Russe in a story-telling bout of faultless merit. Mr. Russe was followed by O. O. Agler, W. A. Bonsack, Theodore Fathauer, Gardner I. Jones, D. F. Clark, W. S. Darnell, Wm. Threlkeld, C. D. Strode, J. H. Baird, J. N. Day, L. E. Fuller, H. H. Gibson, F. F. Fish, Geo. L. Smith, J. V. Stimson, S. Burkholder, J. M. Pritchard, W. E. Chamberlin and M. E. Philbrick. The humorous character of many of the addresses put everybody in the highest spirits and the fun was contagious. Perhaps the most thoroughly enjoyable address of the evening was that of Wm. Threlkeld, who told the story of his part in writing the rules for the Hardwood Manufacturers' Association of the United States and of his present state of mind in connection with hardwood inspection. It was a speech of such merit as is rarely heard on an occasion of this sort, and not only reflected vast credit on Mr. Threlkeld's ability as an after-dinner talker but also demonstrated that the education in lumber affairs he has received since his residence in the East has broadened his talents, and when the necessity arose for him to make a graceful and diplomatic side-step, he was there with the "goods."

Mr. Palmer's speech was highly entertain-

ing, as usual, as also were the stories of Bill Russe, Gardner I. Jones, Jim Baird and J. V. Stimson. At the conclusion of the speechmaking, on the insistence of the diners, Mr. Stewart was again prevailed upon to repeat the Stein Song. It was nearly midnight when the toastmaster announced the close of the function. The day of the seventh annual meeting of the Indiana Hardwood Lumbermen's Association will long linger in the memory of those who were fortunate enough to be in attendance as one of the pleasantest fraternal gatherings ever held in lumber trade circles.

#### Attendance at Meeting and Banquet.

Agler, O. O., Upham & Agler, Chicago, Ill.  
Barnett, W. A., Bennett & Ward, Cincinnati, O.  
Burkholder, S., S. Burkholder Lbr. Co., Crawfordsville, Ind.  
Barnaby, C. H., Greencastle, Ind.  
Bonsack, W. A., Bonsack Lbr. Co., St. Louis, Mo.  
Burkholder, LeRoy, S. Burkholder Lbr. Co., Crawfordsville, Ind.  
Baird, J. H., Southern Lumberman, Nashville, Tenn.  
Brockie, J. W., The Peabody Bros. Co., La Fontaine, Ind.  
Barnard, H. J., Indianapolis, Ind.  
Buckley, James, Brookville, Ind.  
Clark, D. F., Osborne & Clark, Minneapolis, Minn.  
Cravens, R. B., Walnut Lbr. Co., Indianapolis, Ind.  
Chamberlin, W. E., John M. Woods & Co., East Cambridge, Mass.  
Cooper, W. S., Greenfield Lbr. & Ice Co., Greenfield, Ind.  
Christian, T. J., Fullerton-Powell Hdw. Lbr. Co., South Bend, Ind.  
Coppock, Thomas B., S. P. Coppock & Co., Ft. Wayne, Ind.  
Coppock, S. P., S. P. Coppock & Co., Ft. Wayne, Ind.  
Christian, H. E., Christian Lbr. Co., Indianapolis, Ind.  
Coppock, W. H., S. P. Coppock & Co., Ft. Wayne, Ind.  
Darnell, W. S., I. M. Darnell & Son Co., Memphis, Tenn.  
Dunbar, O., Walnut Lbr. Co., Indianapolis, Ind.  
Dickson, James C., Indianapolis, Ind.  
Dickson, Will B., James C. Dickson, Indianapolis, Ind.  
Day, J. N., St. Louis Lumberman, St. Louis, Mo.  
Fathauer, Theo., Theo Fathauer Co., Chicago, Ill.  
Fellows, George D., Geo. D. Fellows Lbr. Co., Racine, Wis.  
Fish, F. F., Natl. Hdw. Lbr. Assn., Indianapolis, Ind.  
Frank, C. J., McCowen & McCowen Co., Indianapolis, Ind.  
Fuller, L. E., American Lumberman, Chicago, Ill.  
Garrott, W. W., Frankfurt, Ind.  
Gibson, Henry H., HARDWOOD RECORD, Chicago, Ill.  
Guilr, W. H., W. H. Guilr & Co., Clay City, Ind.  
Holloway, Glenn H., A. N. Holloway & Co., Cloverdale, Ind.  
Holloway, J. A., A. N. Holloway & Co., Cloverdale, Ind.  
Holloway, A. N., A. N. Holloway & Co., Cloverdale, Ind.  
Hoffmann, Nicholas, E. C. Atkins & Co., Inc., Indianapolis, Ind.  
Jacob, H. C., Hamilton, O.  
Jones, Gardner I., Jones Hdw. Co., B. S. M., Kennedy, S., W. E. Talbert Lbr. Co., Greensburg, Ind.  
Kirby, Thomas H., Kirby Wood Lbr. Co., Muncie, Ind.  
Kitchen, John S., J. S. Kitchen & Son, Columbus, Ind.  
Knight, W. W., Long-Knight Lbr. Co., Indianapolis, Ind.  
Kramer, C. H., C. & W. Kramer Co., Richmond, Ind.  
Lightsinger, W. A., H. C. Jacoby, Hamilton, O.  
Maas, George L., Maas-Neimeyer Lbr. Co., Indianapolis, Ind.  
Mahley, J. W., Jacob Mahley, Sullivan, Ind.  
May, Ralph, May, Thompson & Thayer, Evansville, Ind.  
Maley, E. W., Henry Maley Co., Edinburg, Ind.  
Maley, Claude, Maley & Wertz, Evansville, Ind.  
Martin, J. W., Veedersburg, Ind.  
Maris, J. D., Indianapolis Sawed Veneer Co., Indianapolis, Ind.  
Owings, N. F., Indianapolis Sawed Veneer Co., Indianapolis, Ind.  
Oxenford, John, Indianapolis, Ind.  
Palmer, Earl, Ferguson & Palmer Co., Paducah, Ky.  
Philbrick, M. E., John M. Woods & Co., East Cambridge, Mass.  
Palmer, G. H., Sheridan, Ind.



1. K. Massey Veneer Co., Grand Rapids, Mich.  
 2. A. B. Porter Veneering Co., 17 Wacker Dr., Ind.  
 3. Pritchard, J. M., Long Knight Lbr. Co., Indianapolis, Ind.  
 4. R. W. H. Russe & Burgess, Memphis, Tenn.  
 5. George L. Savage, General, N. H. I. A., Indianapolis, Ind.  
 6. S. M. P. Veneer & Higgins Lbr. Co., Ft. Wayne, Ind.  
 7. S. C. D. Strodes Lumber World, Chicago, Ill.  
 8. J. A. Hoenig, Ind.

Shepard, L. J., Eaglesfield & Shepard, Indianapolis, Ind.  
 Swann, B. F., O'Brien & Swann Lbr. Co., Seymour, Ind.  
 Stewart, T. V., The Sinker Davis Co., Indianapolis, Ind.  
 Talbert, W. E., W. E. Talbert Lbr. Co., Greensburg, Ind.  
 Threlkeld, William, Indiana Quartered Oak Co., New York City, N. Y.  
 Wood, Charles A., Kirby Wood Lbr. Co., Muncie, Ind.  
 Wertz, Daniel, Maley & Wertz, Evansville, Ind.  
 Waters, George M., New Palestine, Ind.  
 Young, R. Young & Cutsinger, Evansville, Ind.

## Veneer Talks.

Present day mechanics are building veneer cutters and dryers that are revolutionizing the veneer industry in a general way. Some of the timber now manufactured into veneer was a few years ago thought to have no commercial value, but automatic dryers and advanced cutters are perfecting heretofore incomplete methods and making possible the successful manufacture of a number of these supposedly inferior woods.

Especial attention is called to the beech tree and to what has been said of it by botanists when speaking of its intrinsic merits as a lumber product, and to what has been lately proven of its value as a veneer wood.

Botanists class the beech in the *Fagaceæ* family, and call it one of the truly beautiful trees of the American forest, with its bluish-grey bark, well rounded top, wide-spreading branches and symmetrical bole. Its body they describe as tough, strong, inelastic, not durable when exposed, and subject to surface checks, but taking a very fine polish; the wood has conspicuous medullary rays and beautiful, varying shades of red heartwood, with sapwood that is almost white but comparatively thin.

The allegations of the botanists regarding the unstable qualities of beech are true if the wood be handled by primitive methods. However, lumbermen a few years ago discovered it could be worked to advantage by the use of advanced methods. Since then the beech output has been materially increased and now constitutes an important element of northern lumber manufacture.

Among veneer manufacturers the statements of botanists have never been questioned because their requirements in raw material have, until recently, been comparatively small; but the large increase in the number of mills has created such a demand for veneer logs that manufacturers are taking up the matter of future supply and many are experimenting with nearly every timber but beech, which can be had almost at the doors of every veneer mill. The beech tree is a native of thirty-one states. It grows from two to four feet in diameter. In some sections a slightly better quality is found than in others, but only the eye of an expert can tell it. Northern Michigan, southern Indiana and eastern Tennessee are the best growth, the wood growing there being harder than that found

in the lowlands of the central southern states.

After careful experiments of long duration with beech from all sections, it can be authentically stated that in some respects it is as botanists have said, in that it is strong and tough; in other respects, it is totally different. As to its lack of elasticity, by the use of the automatic dryer all the elasticity of the green veneer is retained, which is equal to that of birch or African mahogany (lagos). Its inability to stand exposure is also overcome by the improved kiln dryers which do the work thoroughly, instead of partially drying and piling it up to sweat, as was necessarily done when drying by the old sticking method to keep it flat. Surface checking is attributable to poor cutting and improper drying, both of which can be obviated if proper precautions are taken. Checking is no more likely to occur in beech than in other woods; in fact, not so much so as in oak, of which no complaints are heard since the improved pressure bar cutters have made solid cutting possible.

Summarizing the proofs of its merits, it can readily be seen that beech veneer is adapted to both interior and exterior work. Considering the demand, its use is recommended for door work mainly because of its accessibility, beauty and uniformity of growth and color.

Birch, which is a large factor in door stile manufacture, has no important feature other than its uniform color and an occasional wave, both of which are found in beech. There are also frequent flashes of golden flakes such as are found in quarter-sawed oak, and a growth stripe of marked beauty. Red oak, the most used of all veneers, in this branch of the industry, has become so scarce that manufacturers who make a specialty of door stiles are unable to get the raw material. Most southern oak being inferior to that of the north, door makers generally do not care to use it and are looking about for a suitable substitute.

In view of existing conditions, it seems that the market is waiting for something which has not yet been produced. The matter of cutting beech logs to get a maximum of good with a minimum of waste and labor should be briefly mentioned, although it must be understood that these observations are not applicable to all sorts and condi-

tions; in fact, however, they will produce the best results.

Divide a log into quarters of equal size, the two flat sides then being equal to about one-sixth of the log's circumference, and the rounded, of course, equal to one-fourth of the same. Logs 24 inches in diameter will produce quarters 12 inches on each flat side and a little over 18 inches on the rounded. Placing either flat side to a slicer plate gives the same result in grain effect, but may cut smoother one way than another. In the event of a flitch cutting roughly, it can be turned to its other flat side or end to end. Whichever way it is cut, nine cuts of  $\frac{1}{4}$ -inch each bring the quarter down to a  $5\frac{1}{4}$ -inch face, or a piece wide enough to make a 5-inch stile. At every cut thereafter, the face of the flitch increases in about the same proportion as the thickness, unless it be an odd-shaped flitch which cannot be reckoned in theory. The amount of veneer cut from a flitch of this size taken from a well rounded log, is close to 400 feet averaging  $8\frac{3}{4}$  inches wide and about equally divided into 5, 6, 7, 8, 9, 10, 11 and 12 inch veneer. The 5, 6 and 7-inch pieces are used without further trimming or dividing; the 8-inch pieces are cut into 5 and 3-inch pieces in one cut; the 9-inch pieces cut to 5 and 4-inch pieces, or three 3-inch pieces; the 10-inch pieces make two 5-inch pieces or a single full width piece, and 11 and 12-inch the same. In cutting logs smaller than 24 inches they work out proportionately. Quartering and cutting the log in this manner gives two distinct veneers, plain and quartered, about equally divided into each, plain in the narrow pieces, quartered in the wider pieces.

If slicing for quantity altogether, a log can be split into equal portions from the heart, and the flat heart side fastened to the slicer plate, cutting from the log's outer surface; veneers of almost 24 inches can be produced by cutting this way. This plan is not always desirable, however, because the flitch is too wide for less than an eight-foot drive slicer to cut smoothly, and as there is but one such slicer in existence and it is patented, the probability of slicing large logs in this manner is not likely to become universal for stock over 1/20 of an inch in thickness. An other objection to slicing such wide flitches is the possibility of a large waney heart which will come in the middle of the veneer throughout its length, requiring two cuts of the clipper to cut it out; while if cutting a quarter, it comes on the edge and can be trimmed out in a single cut. There is, of course, the advantage of cutting twice as much stock in the same amount of time it takes to cut a quarter, but after the extra cost for power, trimming, handling, and the inferior quality of the veneer produced are figured in, a big cut looks small in comparison. Cutting two small flitches requires more than twice the

time, but the quality of veneer produced from the smaller flitches readily brings \$1 and even \$2 per thousand more than that of the inferior quality, and is always salable, which more than offsets the difference. It is true that in some instances the preference is given cheap veneer; no argument under the sun can convince such trade that well cut veneer at a high price is cheaper in the end than poorly cut stock as a gift. Trade of that kind is scarce and naturally small, for their product cannot be better than their material, and their trade is commensurate with their product.

A good plan in slicing plain veneers of good quality is to quarter the log as outlined in a previous paragraph, cut off about

1½ inch from the rounded side, which takes off only the sap and gives a 12-inch face to fasten to the slicer plate; cut about 2½ inches or 3 inches from the heart, which makes a 5¼-inch face that gradually spreads in the process of cutting to a little over 16 inches, then diminishes to 12 inches, producing throughout an average width of 10½ inches; a 7-foot block cuts practically the same amount of veneer as is gotten from slicing the same sized flitch for a quartered and plain effect.

The beauty, simplicity of manufacture and wide range of growth of the beech tree are certainly factors that cannot be overlooked by either the manufacturer or consumer of door stiles, and this is the time to "get in on the ground floor."

## Suggestions to Small Sawmill Men

The small millman, through his natural modesty and the prominence given at association meetings in trade periodicals to the big factors in the business, not infrequently gets the impression that his affairs are so insignificant and that the minor details of his business are of such trivial importance that they are not worthy of either extensive discussion or close study. This is a false idea. There is no denying the truth, of course, that any one man is a small factor compared to the world at large. Still, it is the small things in life that really count for the most in the end, and it is only by attention to the small things that great things are made possible. No matter how small a factor a man may be in the lumber business, the details of his work are important to him, more so in many respects than are the details to the larger mill man. Whether large or small, there are certain elements that contribute to success, and their study is just as important in the small mills as in the large ones, because success is the aim of all, and it means as much to the man cutting 5,000 to 10,000 feet a day as it does to one who cuts 50,000 or 100,000 feet a day.

While it is commercial success, all are aiming for, we may for the sake of delineation, class elements of success in the small sawmill under two general heads, commercial and mechanical. Then, taking up the mechanical branch of the study, the first and one of the most important things to consider is that of power—the boiler and engine of the small sawmill. This is an element on which so much depends, and so much could be written, that it is difficult to tell just what to say first, and just how to say it. If some of you who are having trouble with boiler or engine would write and tell of your difficulties it would be comparatively easy to point out faults and suggest remedies, because that would give specific matter to work on. Without this one has to assume certain conditions and guess at what causes the most trouble in the greatest number of small power

plants in the woods. There is one thing, however, that every small millman may write down and paste in his hat: Success cannot be obtained from a sawmill without power to operate it steadily through the day. When you have to stop a sawmill every few hours during the day and wait for steam, it is a sure sign that failure is scheduled to arrive at that mill sooner or later. It matters not whether the mill makes 2,000 feet of lumber a day, or 200,000 feet; it matters not how you may scheme to employ your men through these intervals of waiting for steam. It won't work. The only way to run a mill successfully is to run it steadily, and if you cannot do that, it is better to shut it down entirely.

The question that naturally follows is, how to devise a remedy for having to wait for steam? That is one of the points where specific data would be better than general directions. In other words, each case must be diagnosed separately and remedies applied according to the needs. Sometimes it is just a case of poor firing, neglecting some little points here and there, not keeping the furnace clean, letting the engine run down a little, neglecting leaky valves, and other things. In fact, many cases are known where putting on a fireman who takes a pride in his work and gives attention to the small details, is all that is needed; but many times there are other troubles.

Probably the greatest cause of annoyance is the natural tendency among mill men to overload the power plant. The average sawyer likes to make a local record, and the millman likes to see things hum, by catering to this inclination; the result is that outside of threshers there is probably no class of boilers and engines more overtaxed, strained and abused generally than those found in small sawmills. Assuming that the boiler and engine is given proper attention in detail, the fact remains that the majority of small millmen literally run them to death, putting too much speed on

the engine to begin with and too much feed on the saws to finish the process of overloading; while they may stand up to the work for a while, with the best of care, it is a pace that kills, and it would be better for boiler, engine and owner if the gait were made slower and kept up steadily. The average small sawmill, run at a little slower gait, would last longer, cost less for repairs, and make more money for the operator. This fact is emphasized by considering that, entirely aside from the power plant itself, we are entering on a new era of timber values where it is no longer a question of how much we can work up but how we can best utilize what is at hand. Economical utilization of wood, even during the process of converting logs into rough lumber, is not in rush or bluster, but in deliberation. Deliberation is not possible to any great extent with the high tension at which small sawmills are usually operated.

Getting back to the boiler and engine, the first thing generally where there is trouble about keeping up steam, is to find out whether the fault is in the boiler or in the engine, and see whether it is a temporary ailment or a general condition. The boiler should have a general going over and an examination as to condition of furnace, wall, flues, draft, scales cleaned out, etc. But if after putting it in condition the trouble continues, it is very easy to test the boiler and determine whether or not its steam capacity is what it ought to be. The next thing to do is to turn attention to the engine and find out whether or not it is wasting steam. Assume that the valves are already properly set; if they are the exhaust will be likely to show bad conditions. To get some idea as to the condition of piston and rings, and possible leakage, open the drain cocks in the ends of the cylinder and watch them carefully while the engine is at work. Take the head off the cylinder and see what it looks like. Before starting in to examine the inside of the cylinder roll, see if you can get an idea of what the clearance space is between the piston head and cylinder head. Some old types of engines show over an inch of space between the piston head and the cylinder head at the end of the stroke, and in such a case about the best thing to do is to open negotiations with an engine builder for a new machine. All the space left means so much waste steam at every stroke, and engines are now built with the piston head playing up so close to the cylinder head at the end of the stroke that one has to be careful in adjusting the brasses on the connecting rod to prevent pounding one end or the other of the cylinder. That is one reason why the new engines require less steam than the older types. It is well to keep attention on this point, however, even in modern engines, and bear in mind when putting your cylinder heads on, that while a thick gasket may look right, it means at this point an unnecessary waste



if steam. At eight or ten inch thickness a gas jet will greatly affect the quantity sent to the engine.

If the cylinder is in bad order inside there is nothing for it but a trip to the machine shop to be bored out and refitting with rings. If it is all right, no serious cutting anywhere, no worn-out rings, valves in good order, no signs of waste, put the engine together again, slow down speed and turn attention once more to the boiler. One can force the power of a boiler considerably by adding hollow blast grates. However, if all these things have been tried and you are still having trouble, it is time to make a new steam boiler, or to change the situation.

## News Miscellany.

### The Ottawa Forestry Convention.

On Thursday, Jan. 11, 1906, was held at Ottawa, Ontario, a forestry convention, at which were in attendance the majority of the prominent lumbermen of the Dominion. Foremost among the participants were Senator Edwards of Maine, H. M. Price of Quebec, William Little of Westmount, and J. B. Miller of Ottawa. During the proceedings Mr. Little severely criticised the policy of the Dominion government for what he described as the waste of the forest wealth of the province. Senator Edwards, in a paper, said that there were some who took the pessimistic view that Canadian forests were practically gone, but he took the opposite view—that they were inexhaustible, and that they were not destroyed. He firmly believed that the forests could be saved and restored to a great extent. He believed that lumbermen could not possibly cut the natural growth of the timber of Canada. He contended that the railways had been among the chief destroying agents of the forests, and greater damage came from illegitimate settlement. He stated that he had seen a tract within a few miles of Ottawa where a settler was to clear a five-acre potato patch timber to the extent of 82,000,000 feet, and destroyed. He advocated the setting apart in the province of a certain amount of land for forest.

J. B. Miller, president of the Ontario Lumbermen's Association, in a paper, "The Forestry from the Lumberman's Standpoint." He gave it as his opinion that when a settler applied for an area of timber land it should only be granted to him on condition that sixty per cent of the land applied for was arable. He declared that the policy of the Ontario government had not tended to encourage lumbermen to attempt the preservation of timber. In most localities they had been forced to cut it. He stated that the great bulk of pine timber area, in his opinion, should never have been opened up for settlement. He estimated the lumber content of the province to have been at least 50,000,000 feet, which meant an economical loss to the country of fully \$500,000,000.

He stated that the chief sinners in destroying the forest, but that the lumbermen were not to be blamed for the destruction of the forest.

Dr. C. S. Silliman, of the University of Toronto, in a paper, "The Forestry from the Forestry," which was an able analysis of the forestry situation in the Dominion.

The Forestry Association and its friends, to the Ontario Lumbermen's Association, and the Ontario Forestry Association.

Make a memorandum of all the conditions, giving such information as size and kind of boiler in use, how the walls of the furnace are built, size and length of smoke stack, size and number of steam pipes, and whether or not pipes and top of boiler are protected or exposed. Then, after mentioning all the details of the boiler and its connections, give size of cylinder, length of stroke of the engine, speed at which it is operated, and outline its condition generally. Send a copy of this memorandum, together with any other information you may think necessary to the HARDWOOD RECORD. It may be that you will receive further suggestions which will be helpful.

over by Sir Wilfrid Laurier, and at his right hand sat Earl Grey.

The sessions of the convention lasted into the second day, and at the Friday morning's session E. J. Zavitz, lecturer on forestry in the Ontario Agricultural College, delivered an address. He contended that both forestry and agriculture depended on a rational treatment of the soil. He was surprised to note the lack of knowledge of the value of trees. There were three reasons for preserving the forests of Ontario: aesthetic effects, protective influence and financial investment.

The meeting was marked by a deep interest in the great subject involved, and by the presence of all the leading lumbermen of the Dominion. From present indications it looks as though Canada might very soon lead the United States in solving this great economic problem of forest preservation.

### The Louds of Au Sable Make Big Purchase.

The H. M. Loud Sons' Company's interests have recently been augmented by the purchase from Paul Hoeft of 12,000 acres of timber land, mostly hardwood, near Millersburg, Mich. The company has also acquired the steam barge Starke, the mills, docks, store and further equipment of the Hoeft interests, at a reputed cost of \$150,000. The former owner of the property has long been identified with the development and history of his county; he expects to operate the mill a year longer to clean up the stock on hand. The H. M. Loud Sons' Company is the principal hardwood operator on the Huron shore between Alpena and Bay City, with large sawmill and railroad interests at Au Sable.

### J. P. Sullivan Lumber Company.

The partnership existing between J. P. Sullivan and C. W. Martin, known as the Martin Sullivan Lumber Company, Memphis, Tenn., was dissolved Jan. 15, C. W. Martin retiring. The J. P. Sullivan Lumber Company of which J. P. Sullivan is president, P. H. Ravesties, vice president and treasurer and P. J. Nolan, secretary, has been organized to succeed the above concern. By this move the capital stock has been increased threefold, which places the firm in position to carry much larger and better assorted stocks of hardwoods than heretofore. The offices at 1505 Tennessee Trust building will be retained, where increased facilities are at hand to transact a wholesale business of large proportions in oak, ash, cypress, elm, gum and cottonwood.

### Folding Barrel Factory.

George Millikan of Charleston, S. C., the inventor of a new self-folding barrel especially designed for truck, recently announced plans for the erection of a barrel factory, with a capital of \$75,000. The factory will be located near Charleston and will have a large output. The barrels are at present being made on orders.

but the output will be greatly increased and facilitated by the erection of the plant. The new barrel will doubtless take readily with the trade, owing to its special advantages, which lie chiefly in the fact that the ends are separate and the staves connected with wires, making it easy to fold and convert into the usual form of barrel used for truck and produce.

### Miscellaneous Notes.

The Burr Oak Wagon Company, recently incorporated at Kansas City, Mo., with \$25,000 capital stock, has begun the erection of a plant.

S. H. Kelsey & Co. are erecting a large building at Crystal River, Fla., to be equipped with up-to-date machinery for the manufacture of hardwoods and veneers, either circular or rotary cut. Oak, ash, maple and American mahogany will be cut into furniture veneer and hickory into wagon stock. The company will also manufacture some cypress, basswood, gum and fancy hard pine and will operate a local building material and lumber yard and novelty works.

The Peshtigo Lumber Company, Peshtigo, Wis., is this year banking hardwood timber from cuts at a convenient point on the river, which saves handling the logs twice, as was necessary in former seasons.

A Paducah organization known as the Columbia Manufacturing Company will operate the plant of the Rex Manufacturing Company at Mechanicsburg, Ky., manufacturing picture frames, curtain poles, etc.

E. L. Pegram is erecting a spoke and handle factory at Stanley, N. C.

The Barnett Lumber & Manufacturing Company has been incorporated to succeed the A. J. Krebs Lumber Company at Birmingham, Ala., having purchased the entire interests of the latter concern. The capital stock is \$100,000. The firm will manufacture interior finish, store and other fixtures, sash and doors, frames, boxes and barrels.

The Broadway Manufacturing Company of Leavenworth, Kan., recently purchased a tract of land at Memphis, Tenn., on which will be erected a factory for the manufacture of all varieties of hardwood flooring. It will be thoroughly equipped with the most improved machinery required for this line of work and will be ready for operation about the first of March.

A new building is being erected at the Hoyt & Bro. Company branch of the American Wood Working Machinery Company at Aurora, Ill. It will be two stories high and 62x146 feet in dimensions, and will be used for the housing of new machinery which the company will carry in stock and will afford additional erecting floor space.

A Maine dealer, who came to America a few days ago whereby Davenport, Peters & Co. of Boston, Mass., acquired 1,700 acres of land in the vicinity of Ludlow and Mount Holly, Vt. The operating contract has been taken by H. B. Clark of Boston. L. G. Fullam & Sons Company of Ludlow, manufacturers of chairs, will purchase all the hardwoods and saw the soft wood to be used.

A new building and sawmill is to be erected at Memphis, Tenn.

A. E. Harlan's axe handle factory at Henderson, Iowa, is taxed to its capacity in taking care of an unusual rush of business.

Creditors of the Decatur Chair Company, Decatur, Ill., filed a petition, Jan. 15, asking that the concern be declared bankrupt. The liabilities, it is claimed, are \$115,000 and assets \$50,000.

The Cincinnati Veneer Company will soon begin work on an office building at its plant at 1275 West Sixth street. It will be a two-story brick structure 25x50 feet in dimensions.

Martin Jensen of Clay Banks, Wis., who owns one of the finest pieces of hardwood land in the country, is cutting maple and hauling it to Algona.

The seriously damaged plant of the Wis.



consin Vencer Company, Manitowoc, and destroyed a quantity of furniture which was ready for shipment. The loss is estimated at \$100,000, fully covered by insurance.

A. C. Palmertier of Coudersport, Pa., a timber expert, is on his way to southern Mexico, where he will inspect a mahogany timber tract for a number of Pennsylvania capitalists who are contemplating investing in that section.

The big hardwood mill of the Rice Lake Lumber Company at Rice Lake, Wis., has begun work on the winter cut. Nearly 100,000 feet of logs are received from Draper, Drummond and Cable daily, which will keep the plant running day and night. Much of the present output of lumber is being used in the construction of the railroad trestle at the mill.

There is an excellent demand in South Africa for hickory or other hardwood handles for picks, axes, hatchets and hammers, at present supplied by American firms, but with whom Canadians are likely to compete in the near future, they having been advised by the government commercial agent that the trade is well worth attention.

The American Handle Company, with \$50,000 capital, has been incorporated at Boston, Mass. NEWS.

The plant of the Wisconsin Veneering Com-

pany and a large amount of stock were completely destroyed by fire Jan. 15. The loss is estimated at \$125,000, insurance \$100,000. The plant will be rebuilt by the Macceson-Cartwright Logging Company.

The Bonney-Vehslage Tool Company has been incorporated by Charles S. Bonney and Ernest C. Vehslage at Irvington, N. J., with a capital of \$20,000. It will manufacture tools and hardwood specialties.

The Athens Hardwood Lumber Company has been incorporated at Battle Creek, Mich., with a capital stock of \$50,000. Isaac Snyder and F. T. Bisbee of Athens and C. F. Baker of Hastings are the incorporators.

The Union Handle Company, capital \$3,000, has been incorporated by G. M. Schmidt, E. P. Mantels and H. P. Cuneo, to engage in business at Union, Mo.

W. G. Buckingham of Weir, Miss., has purchased a site on which he will build a plant for the manufacture of handles.

The Fisher Lumber Company of Buffalo, N. Y., has bought the McCalmont timber tract in Venango and Forest counties, Pennsylvania. It comprises 600 acres of pine and white oak. It is estimated that the land will furnish 2,500,000 feet of saw timber and 50,000 railroad ties.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

An announcement is received from J. W. Taylor, general manager of the General Lumber Company, Columbus, O., stating that his concern has been incorporated with a capital of \$50,000 and hereafter the title will be The General Lumber Company. Mr. Taylor has had a very wide experience in the lumber business, especially in the handling of hardwoods, and the incorporation of his company, as noted, indicates that he is succeeding in his comparatively new enterprise.

The many friends of that popular lumberman and prince of good fellows, Maurice M. Wall of Buffalo, will be glad to know that Mayor Adam has not only distinguished Mr. Wall but done signal service to the Queen City of the Lakes by appointing him on the local park commission. The selection is certainly based on the fitness of the man for the place.

The many friends of W. A. Gilchrist of Memphis, commercial head of the Three States Lumber Company, will be grieved to learn of the death of his wife, which occurred on Jan. 6. Mrs. Gilchrist was a bride, having been married in Chicago but a few months ago. She had not been in good health for some weeks, but died very suddenly during Mr. Gilchrist's absence on a trip to the company's camps in Arkansas.

The RECORD is in receipt of an announcement from Fred Furgason of Cincinnati giving notice of his retirement from the Cincinnati Planing Mill & Dry Kiln Company and the fact that he has opened a lumber brokerage office, with headquarters at the office of the Cincinnati Coffin Company in that city.

William Wilms of Chicago, the newly elected president of the Hardwood Manufacturers' Association of the United States, should feel highly complimented over his success at the annual meeting of the association at Louisville last week in securing such substantial contributions to the fund for the endowment of a chair of applied forestry and practical lumbering at Yale University. The subscriptions amounted to something over \$3,000, and the fund now raised toward the \$150,000 necessary is fully ten per cent of the total required.

J. S. Hurd of O. P. Hurd, Jr., & Co., the hardwood jobbing house of Cairo, Ill., was in Chicago a few days ago and called on the RECORD.

Probably the most indefatigably advertised concern in any way connected with the hardwood industry is E. C. Atkins & Co., Inc., the great saw manufacturing house of Indianapolis. This house lets no opportunity pass to remind the prospective saw purchaser that "Atkins is always ahead." At the recent meeting of the Hardwood Manufacturers' Association at Louisville each visitor was presented with a practical little device in the way of a belt punch, and at the banquet of the Indiana Hardwood Lumbermen's Association at Indianapolis a few nights ago each guest found at his place a handsome aluminum pocket comb in the form of a miniature hand-saw, suitably inscribed with the Atkins legend.

It is with deep grief that the RECORD announces the death of William W. Nicola of Cleveland, vice-president of the great wholesale lumber concern, the Nicola Brothers Company of Pittsburg and of that city. Mr. Nicola died at the Huron street hospital at Cleveland on Jan. 10 after undergoing two operations for abscesses. Mr. Nicola was a very able business man and had a long and honorable history in the lumber industry. He was prominent in the trade and was much esteemed by both his conferees and competitors.

The RECORD is advised that F. W. Aldrich, who has long been associated with the Pittsburg lumber selling trade, has formed a partnership with J. C. Murfey, and has established an office at 1034 Guaranty Loan building, Minneapolis. Aldrich & Murfey locate at this point with the intention of placing business for the Pittsburg wholesale trade direct with the manufacturers of lumber in Minnesota and Wisconsin.

The G. W. Jones Lumber Company of Appleton, Wis., well known in this market through its able representative, A. H. Ruth, has increased its capital stock to \$200,000 and has elected a new board of directors, consisting of five instead of three members as formerly. Added to this list of directors is Mr. Ruth, who has established a most enviable reputation for competence, probity and industry as Chicago representative of this big hardwood company. Unfortunately for Mr. Ruth, he has been ill for six weeks, but is now just getting around to business again. It is a well merited compliment that the G. W. Jones Lum-

ber Company pays Mr. Ruth in adding him to its board of directors.

The RECORD is advised that the title of the Sowers & Creith Lumber Company of Columbus, O., has been changed to the Sowers Lumber Company.

W. E. Barrett of W. E. Barrett & Co., Stock Exchange, this city, is about to leave for Cuba, where he will investigate a large timber proposition.

### Boston.

The Jones Hardwood Lumber Company, of which Gardner I. Jones is the presiding genius, has just purchased the entire stock of oak, ash and poplar belonging to the J. W. Dickson Lumber Company at Memphis, Tenn. It is said that the purchase involves upwards of \$30,000 and secures to Mr. Jones a very fine stock of the woods enumerated, with which to take care of his extensive New England business.

The Curtis & Pope Lumber Company met with a loss by fire recently. The loss on lumber amounted to about \$15,000.

James R. Kenyon, of Burrows & Kenyon, Providence, R. I., has been elected president of the Atlantic National Bank of Providence.

Mr. Woods, of O. Woods & Son, Natick, Mass., left here two weeks ago for California, where he will remain for the rest of the winter.

Wentworth Maxfield, one of the oldest lumbermen of Maine, died recently at his home in Bangor, Me., at the age of 67 years.

The Rhode Island Lumber Dealers' Association held a meeting and dinner on the tenth of the month, at the Crown Hotel, Providence.

The annual meeting of the Connecticut Retail Lumber Dealers' Association will be held in Hartford, Conn., Feb. 9.

Major Samuel Holmes Doten, veteran lumberman, died at his home in Plymouth, Mass., Jan. 15, at the age of 93 years.

The W. E. Griffin Company of Worcester, Mass., has been incorporated with a capital stock of \$5,000. The company will manufacture building material. The officers are: President and treasurer, W. E. Griffin; clerk, William Woodward; directors, as above and William D. Luey.

William E. Bullard, a lumber dealer, North New Salem, Mass., will be married Feb. 5, to Miss Harriet M. Page of New Salem. Myron N. Doubleday, who is in the lumber business in North Dana, Mass., will marry a sister of Miss Page on the same evening, and another sister will marry H. C. Reed of Rockland, Me., making a triple wedding.

C. C. Batchelder, treasurer of the Boston Lumber Company, is making an extended trip through the South.

Charles S. Wentworth, of Chas. S. Wentworth & Co., has been on a trip to New Brunswick.

Harry C. Philbrick has returned from a trip to the South.

Roberts & Corse, house finish manufacturers, Orange, Mass., are making preparations to increase their business.

A new firm has been formed in Westfield, Mass., under the style of Johnson & Hibbard. It will conduct a general woodworking and house finishing plant.

H. B. Clark, of Sweet, Clark & Co., Boston, has become interested in a large lumber deal in Ludlow, Vt.

The Winter & Page Lumber Company has been organized at Augusta, Me., with a capital stock of \$50,000.

A. R. Eldredge, of the Eldredge Lumber Company, of Bourne, Mass., has retired, after having been associated with the lumber business in Bourne since 1878.

E. A. Hardwick & Co., of Fitchburg, Mass., have removed their business to Worcester, Mass., where they will carry on a wholesale business. No yard will be established at present.

### New York.

The annual banquet of the New York Lumber Trade Association, which occurs at the Wal-



and also in July, 2, 1913, but to eclipse all previous successes of its kind in the history of the local trade. Indications point to an attendance of over 250.

The new branch of Alexander & Ellis, Brooklyn, which has been operated for several years past by Chas. L. Brown, has been sold to Elisha B. Merritt, effective Jan. 1, who will continue the business under the style of Alexander & Ellis.

Charles F. Lee & Co., a new wholesale house at 1170 Broadway, announce that their hardwood mill connections are complete and that they have formed an alliance with the W. E. Wiggins Company as selling agents for its product of Michigan maple flooring.

F. F. Fish, secretary of the National Hardwood Lumber Association, headquarters Indianapolis, Ind., spent several days in town during the fortnight in the interest of the association.

James Taylor & Sons, hardwood retailers of Twenty-first street and Eleventh avenue, are moving to their new yard at 542-546 West Twenty-second street, which has been arranged in a strictly up-to-date manner. The firm will continue to handle a specialty of hardwoods and mahogany.

The E. H. Ogden Lumber Company, hard and soft wood retailer of Manhattan, has purchased the retail lumber and milling property of the East River Mill & Lumber Company, foot of East Ninety-second street, and will continue the same under the old style.

Doyle, Thomson & Co., wholesale hardwoods, 16 Beaver street, report trade very satisfactory. They announce that they are about to move to more commodious quarters.

The regular semiannual meeting of the New York Lumber Trade Association occurred at the association rooms, 18 Broadway, on Jan. 10, at which time routine business was disposed of.

Fire at the hardwood sash, door and trim plant of A. Meisel, Danowitz & Co., 45-74 Bedford street, Brooklyn, on Jan. 8 did considerable damage to the stock room, stable and glazing department.

Albert Steinhilber, manager of the hardwood department of the Northern Lumber Company, Flatiron building, is away for a week or two on a flying trip to southern and western mill points.

S. E. Barr of the Barr & Mills Company, Flatiron building, left on the 8th inst. for a trip of several weeks to supply sources.

J. L. Aleock, prominent Baltimore exporter and owner of J. L. Aleock & Co., was a recent visitor here.

L. K. Smedes, formerly wholesale hardwood merchant with office at 1 Madison avenue, has organized the Unionport Lumber & Manufacturing Company to conduct a general retail hardwood and milling business at Avenue Five and Thirteenth street, Unionport, Borough of the Bronx.

R. Hoe & Co., saw manufacturers of 504 Grand street, have purchased fourteen lots of the old Dannat & Pell property at the foot of Broome street, and will build a large addition to their plant.

W. W. Welch, secretary of the Rumbarger Lumber Company, has been here, spending several days with W. W. Welch, the company's local representative. In this connection the sale of the Fishing Hawk property of the Rumbarger Lumber Company to J. M. Haggerty, of the latter city, was completed.

H. H. Haggerty, of the Alderwood Manufacturing Company, spent several days in town in consultation with the local trade.

W. W. Welch, secretary of the Rumbarger Lumber Company, has been here, spending several days with W. W. Welch, the company's local representative. In this connection the sale of the Fishing Hawk property of the Rumbarger Lumber Company to J. M. Haggerty, of the latter city, was completed.

Dickson Company, Memphis, Tenn., and F. R. Whiting, Whiting Manufacturing Company, Abingdon, Va.

T. J. Moffett of the Maley, Thompson & Moffett Company, Cincinnati, O., spent several days at the company's local operation at the foot of East Thirty-first street, Manhattan.

The local office of the Simonds Manufacturing Company, saw manufacturers of Fitchburg, Mass., announces the purchase by the Simonds interests of the business of the Canada Saw Company, with factories at Montreal, St. Johns, Ottawa and Toronto, Can. The purchase of this business will give the Simonds Manufacturing Company at least seventy-five per cent of the saw trade of the Dominion.

Robert W. Hight, hardwood wholesaler and manufacturer at 45 Broadway, has organized the Robert W. Hight Company at Newton Falls, N. Y., with a capital of \$500,000 to develop an extensive tract of hardwood timber recently purchased by him in the Adirondack region. Associated with Mr. Hight in the new company are J. E. Bickers of Newton Falls and W. W. Gillen, Jamaica.

Owing to the gigantic freight congestion in the local market the Baltimore & Ohio Railroad has declared an embargo on all lumber shipments from points on their line as well as connecting points, and the New York Central has declared a similar order governing the shipments from the Adirondack regions to New York. The freight congestion at the Baltimore & Ohio terminal at St. George is exceedingly bad and both of these embargoes are working great hardship to local lumber buyers and shippers.

The annual meeting of the Lumber Underwriters was held at 66 Broadway, this city, Jan. 19, and the affairs of that well-known insurance body were reported in excellent shape with decided gains for the past year.

A petition in bankruptcy was filed against the Central Lumber Company, 1 Madison avenue, on Jan. 16. The liabilities are reported to be \$10,000 and the assets \$5,000.

### Philadelphia.

Clem E. Lloyd, Jr., of the Cherry River Boom & Lumber Company returned last week from a trip to West Virginia and other southern points where he went to pick up orders and superintend shipments.

John H. P. Smith of R. M. Smith & Co. arrived in the city last week from Parkersburg, W. Va., to look after the branch office in this city which was recently opened under the management of B. C. Currie, Jr. Mr. Currie states that business so far has far exceeded expectations and that there is every promise that the good start will continue without abatement.

The Cherry River Boom & Lumber Company loaded on the Vandalia at Reed St. wharf last week upwards of 1,000,000 feet of lumber for export, a shipment which is regarded as exceptional for this season of the year.

Visitors to the trade last week included: Frank Price, representative of Price & Heald, Baltimore; Clayton P. Chew, New York representative of the Goodyear Lumber Company; Frank B. Lundy of the Williamsport Hardwood Lumber Company; W. D. Young of W. D. Young & Co., Bay City, Mich.; N. P. Molsworth, a retailer of Mt. Airy, Md., and R. J. Clifford, general manager of the Otter Creek Boom & Lumber Company, Hambleton, Va.

J. L. Rumbarger of the Rumbarger Lumber Company received congratulations from the trade throughout the country last week upon the occasion of the celebration of the seventieth anniversary of his birth. Mr. Rumbarger continues to enjoy the best of health and is every day at his desk actively superintending the management of his business.

John Haggerty has resigned his position with the Rumbarger Lumber Company and has gone to work with Wm. Whitmer & Co.

A. C. Talbot was last week appointed in-

spector of the National Hardwood Lumber Association for Philadelphia, succeeding Henry Thompson, resigned. Mr. Talbot has already entered upon his duties. Mr. Thompson, it is reported, will undertake public inspections of hardwoods.

Joseph P. Dunwoody of Joseph P. Dunwoody & Co. returned last week from a trip through the South.

J. J. and Frank Rumbarger and St. George Bond of the Rumbarger Lumber Company attended the annual dinner of the New York Lumber Trade Association at the Waldorf-Astoria.

I. M. Troth of the H. H. Shoip Manufacturing Company sailed last week for Europe on a pleasure trip.

O. J. Mann of the Rumbarger Lumber Company, which he represents in Pittsburg, spent several days in the city last week in conference with members of his firm.

G. L. Smith, surveyor general of the National Hardwood Lumber Association, was in the Quaker City a few days last week looking after the affairs of the association in this city.

Samuel Dyer, sales agent of the Otter Creek Boom & Lumber Company, in charge in the office in this city, made a flying business trip to New York last week.

The Reliance Lumber Company was incorporated in Delaware during the fortnight with a capital of \$50,000.

The trade generally has been much entertained of late by the gathering of the Pennsylvania Wholesale Lumber Dealers in annual meeting at the Union League Thursday evening, the 11th inst.; the fourteenth annual meeting of the Pennsylvania Lumbermen's Association, Inc., in the Lumbermen's Exchange rooms, also on the 11th, and a concatenation of Hoo Hoo on the 13th.

Soble Brothers have removed from their old offices at 722 Land Title building to the more commodious and attractive quarters, 911-12 Land Title building, until recently occupied by E. P. Burton & Co. The latter concern has abandoned its Philadelphia office.

Henry Bradshaw, one of the best known retail lumber dealers in this city, died Thursday of last week of pneumonia, after a two days' illness.

### Baltimore.

What was unanimously voted to be the most successful and most largely attended concatenation of the local branch of the Order of Hoo-Hoo took place on the evening of Jan. 11 at the Merchants' Club. Not only was the gathering of cats exceptional in point of numbers, but the class of candidates who presented themselves for initiation proved to be also remarkably strong, and made a fine beginning for the regime of the new vicegerent snark for Maryland and the District of Columbia, George E. Waters. After the initiation ceremonies old and new members as well as guests proceeded to one of the halls on the second floor, where a most enjoyable banquet was served. In the course of the feast a pleasing program of vaudeville entertainment was performed. Then came short speeches by E. Stringer Boggs, E. F. Perry, John Nelson, Jr., of the Bureau of Forestry at Washington, a recently admitted member of Hoo-Hoo; J. H. Schelp of Philadelphia, H. M. Graham of Brinston, Ga.; W. R. S. Trader and George H. King of the city and others.

It had been the intention to make the concatenation the occasion for launching a boom for Baltimore as the place for the national concatenation in 1907, but by some oversight the matter was not brought up. The purpose now is to hold a smoker at some time in February, and then launch the movement. During the annual meeting of the National Wholesale Lumber Dealers' Association in March at Washington a meeting of Hoo-Hoo high in the councils of the order will be called and not only the members of the Supreme Nine but prom-

ment men from other cities are expected to be present.

The deciding of the case of R. P. Baer & Co., Manufacturers' Record Building, this city, who recently sued Reinde Bros. & Salmon, manufacturers of showcases and interior fixtures, for a car of poplar lumber which had been rejected on the ground that it failed to come up to specifications, was of exceptional importance to the trade. The decision, being in favor of the lumber firm, for one thing established the National Hardwood inspection rules as governing all transactions between the trade, and also made the inspection of the Baltimore Lumber Exchange decisive as to the establishment of grades. When an order specifies West Virginia poplar, the seller is held in this case to have complied with the terms of the order when it furnishes poplar of the same general quality and character as that which comes from West Virginia, although it may not have grown in that State. The order in question stipulated was that the carload of lumber should be as free from sap as possible and this was construed by the sellers to mean that it must be as free from sap as any lumber in local yards which is commonly sold as free from sap. After extensive testimony it was ruled that the common practice in the trade was more decisive even than law and that to supply lumber of the general quality sold satisfied the terms of the order. The case also determined the point that sales are not binding unless the prospective buyer has given a written acknowledgment of the order. The case has been pending one year and grew out of a transaction nearly two years old. The amount involved was comparatively small, only several hundred dollars.

A petition was filed in the United States Court here recently by Gellibrand, Heywood & Co. of London, John W. Storck and George G. Sapp, through their attorneys, against the Stirling-West Company, asking that the company be declared bankrupt. It is alleged that the company is insolvent and that on Dec. 12 last it consented to the appointment of a receiver on the petition filed by its president, William H. West, who alleged that he was a large creditor. Gellibrand, Heywood & Co. last October instituted suit against the Stirling-West Company for \$5,000 on open account, averring that the Baltimore corporation was indebted to them for advances on lumber. The company's officers contended that while there was a balance due, the London firm had stocks shipped by the company in hand, on which no returns had yet been made, and that it would be in order to set up a number of counter-claims, contending also that the firm, as the foreign broker of the company, had shown poor judgment in disposing of shipments, and that as a result of such sales the company had sustained serious losses.

M. S. Baer of the hardwood firm of R. P. Baer & Co., Manufacturers' Record Building, started today on an extended southern trip. He will go as far as Mobile, where the firm has extensive lumbering interests, visiting also Memphis, Nashville and other towns. Mr. Baer may also stop in Florida to look over timber land there, with a possible view to purchasing. The firm some time ago started a large mill and is in the market for stocks.

Another Baltimore hardwood man on a southern trip is D. T. Carter, of Carter, Hughes & Co., Union Dock, who is going over a large part of Virginia and other states looking after and taking up stocks. He will be away about ten days or two weeks.

The Kirby Lumber Company announces an increase of its capital stock from \$10,000 to \$30,000. The concern is now engaged in extending its operations.

#### Pittsburg.

The Western Reserve Lumber Company of Warren, Ohio, has re-elected the old board of directors and officers as follows: President,

W. D. Packard; vice president, J. M. Stull; secretary and treasurer, C. L. Wood; directors, J. W. Packard and G. W. Wood.

The big Coketon lumber plant of Rumbarger Brothers at Fishing Hawk, W. Va., has been sold to J. M. Bemis & Sons of Bedford, Pa., for about \$650,000. The plant is one of the largest in West Virginia and is a big manufacturer of hardwood lumber.

An announcement to hardwood men in Pittsburg is that made by J. P. Stark, purchasing agent of the Wabash lines east of Toledo, who is asking for bids on 100,000 white oak ties. The ties will be used on the Wabash Pittsburg terminal and the Wheeling & Lake Erie railroad tracks in this vicinity.

The James I. M. Wason Company is doing a good business in oak timbers. They are getting satisfactory prices and look for a good year's trade.

K. H. Stover of Elkins, W. Va., was a recent visitor among the Pittsburg firms. Mr. Stover is a big manufacturer of hardwood and spruce.

The L. L. Satter Lumber Company is selling considerable beech and maple to manufacturers. The beech is used mostly for making tin plate boxes and is one dollar higher than one month ago. They report a fair demand for maple flooring with prices firm.

J. E. McElvain & Co. announce that they are having a splendid trade in heavy oak for trestle timbers as well as for car stuff. The firm sold 50 cars in a single day last week and reports prices firm.

The Cheat River Lumber Company is a bull on chestnut. The company's inquiries for this wood are extremely good and recent large purchases are proving profitable. R. H. Herberson has been in West Virginia for two weeks and will close up some more timber purchases before he comes home.

H. W. Hemminger, president of the Rehance Lumber Company, is looking for a very large year in the hardwood trade. He has made some extended trips through West Virginia and Kentucky in the last few weeks with a view to getting good feeders for the coming season.

The Hope Planing Mill Company has placed its business in the hands of trustees and will abandon its south side plant. A meeting of the creditors was held this week and it is thought that all debts can be paid. No statement has been made formally. The company did a large business for a time but recently the poor health of its manager, F. Schmolze, has crippled it seriously with the above result. The principal stockholders are D. O. and J. S. Cunningham, the glass manufacturers.

The Interior Lumber Company is getting off in fine shape at the start of the year and Manager Christie looks for some record breaking business in hardwood.

The Linehan Lumber Company is putting out some nice orders of ash most of which goes to manufacturers in the Pittsburg district. It reports a good demand for all kinds of hardwood with the inquiry for the best grades leading the call of last January by a long way. J. C. Linehan has been at Cleveland this week attending the meeting of the Retail Lumber Dealers' Association.

W. E. McMillan of the McMillan Lumber Company will be at the company's West Virginia plant for a week yet to assist his brother in rushing out a big lot of lumber. Mr. McMillan took advantage of the few days of sleighing to hire twenty-five extra teams from the farmers and bring in a fine lot of logs to the mills that have been waiting for high water.

The Harding-Kimberland Lumber Company, House building, is busy filling big orders for the Pressed Steel Car Company. Most of the lumber will be delivered at the McKees Rocks, Pa., plant of the company.

The Kimball Company is furnishing 3,000 chestnut poles 35 feet long and 28,000 chestnut ties to the Pittsburg & Butler Street Railway Company. Most of this order will be cut in

West Virginia where Mr. Kimball has some excellent hardwood connections.

Willson Brothers are going into the hardwood business in earnest. They have organized a new hardwood department which is under the able management of I. F. Balsley of the firm of James I. M. Wilson & Co. Mr. Balsley left the Mead & Spear Company about a year ago to become a member of the Willson firm, but finds a much broader field for his energies in his present position. Willson Brothers own some good tracts of hardwood timber and will hereafter see that their hardwood trade is on a par with their sales in pine, hemlock and poplar. Mr. Balsley is recognized as one of the very best hardwood men in Pennsylvania and commands a big line of custom.

Willson Brothers have secured entire control of the Conway Lumber Company of Conway, S. C., in which they have been large stockholders for years and whose product they have sold. They have bought the interest of the president, J. W. Raper of Norfolk, Va., and the secretary and treasurer, A. M. Burroughs of Conway, S. C. The company has a fine single band mill in operation which is cutting 12,000,000 feet of short leafed pine. Recently Willson Brothers bought a tract of timber adjoining the plant which is good for 20,000,000 feet, giving them a total of 100,000,000 feet yet to cut.

J. H. Henderson, secretary of the Kendall Lumber Company, has been spending some time lately at the company's plant at Kendall, Md. This year the Kendalls are going to make some long strides in the hardwood business. Their new tract in Maryland will afford them an abundance of the finest kind of oak and chestnut and the firm will also get into the poplar market with a vim. Its main market for the product of the Maryland plants will be in the East.

The Ruskauff Lumber Company is handling considerable oak. Its correspondence shows a great call for shingles which can not be filled. Lath are harder to get than ever and there is little prospect of any relief in this phase of the situation.

The American Lumber & Manufacturing Company through its hardwood manager, J. N. Woollett, is making some big deals in hardwood nowadays. It recently bought 500,000 feet of white oak, inch and a half and two inches, and 500,000 feet of sound wormy chestnut. It has also secured 4,000,000 feet of oak to be cut in West Virginia. This will be No. 1 common and better and over 1,500,000 feet of it is now on sticks. Among its other recent large purchases was that of 500,000 feet of cottonwood which will be cut in Louisiana and Arkansas. The company is sold up close on chestnut and is having a big trade in oak that warrants all its late investments. Two more buyers have lately been added to the company's staff in West Virginia, Kentucky and Tennessee and Mr. Woollett has an extra assistant in his office to help him out of the hardwood troubles.

The C. P. Caughey Lumber Company feels good this month over some nice oak business that it has booked. The company has just sold 200,000 feet of white oak in one contract. This will be cut into timbers and will be delivered in the Pittsburg district much of it being big sticks. The prices received indicate that heavy oak is in splendid demand. The Caughey company also reports a fine call for maple with prices tending upward. It has about finished its operation near Morganza but has other timber that will be used for these orders.

The Forest Lumber Company is handling all the hardwood it can get and is making a special spurt in the chestnut market. It finds a very strong inquiry for the latter wood, particularly sound wormy, in both firsts and seconds.

C. W. Cantrell, who looks after the Pittsburg business of the Hermann H. Hettler Lumber Company, says that his company is having a big trade in oak flooring which it manufactures



at its Chicago plant. Maple flooring is also in good demand with this firm from its Pittsburg customers. Mr. Cantrell has spent considerable time lately in Philadelphia, Baltimore and Washington and finds market conditions on the whole satisfactory. He notes that a feature of the hardwood trade is the big orders that are being placed for car material both by the railroad and street railway companies. This is true of the manufacturers in the Pittsburg district who have ordered more hardwood car stuff the last six months than in the two years previous. The Pressed Steel Car Company alone having placed orders for millions of feet to be delivered to its plants at McKees Rocks and Butler, Pa.

J. L. Dumm & Son have moved their mill from Spangler, Pa., to Gerwig's Siding, W. Va., which is on a branch of the Chesapeake & Ohio railroad. There it will cut out quite a tract of oak and hemlock.

W. P. Craig of William Whitmer & Sons, Incorporated, has gone South to look over the firm's big operations. The firm has been shipping a large amount of lumber to the Pittsburg district lately from Menominee and other points in Northern Michigan but this will be stopped now until navigation is opened again.

Flint, Erving & Stoner have organized the Columbia Lumber Company of Clearfield, Pa. The purpose of the new company, which will have a capital of \$750,000, is to make it possible to conduct operations in Clearfield, Cambria and Indiana counties on a much larger scale than heretofore. Following are the officers of the Columbia company: President, H. A. Tompkins of Clearfield; vice president, J. B. Flint, Pittsburg; secretary, E. H. Stoner, Pittsburg; treasurer, Grant H. Thompson of Clearfield. The company takes over all the timber holdings of Tompkins and Thompson and their mills including a good plant at New Millport and several portable mills. The timber includes a considerable amount of fine oak and chestnut in addition to large quantities of hemlock. It will be cut and shipped as fast as possible over the New York Central railroad.

It has been fully ten years since the hub cutting boom on the Western Reserve broke. During the early nineties and for five years previous there were hub mills by the dozen in Trumbull, Ashtabula and Mahoning and the border counties of Pennsylvania. During the last ten years the industry has dwindled down to practically nothing in these counties chiefly, as it was supposed, for want of timber. This year, however, a new plant has been established by S. C. Reid at Warren, O., the county seat of Trumbull county, fifteen miles west of the Pennsylvania state line, which promises to make farmers glad for many months.

Mr. Reid was a very successful hub manufacturer at Bluffton, Ind., until the lack of timber forced him to move. By February 1 the mill will be in operation and by that time he expects to have on hand 60,000 feet of timber. He has contracted for enough more to keep a force of at least thirty men working steadily till June 1. Mr. Reid has leased his property for ten years and expects to be able to deliver 3,000 hubs a day. These will range in size from 3 1/2 x 6 inches to 8 x 18 inches. He will use only second growth body elm which does not check or split easily. In addition to the mill proper Mr. Reid has a warehouse for drying which will store 400,000 hubs. Here the hubs stay twelve months till they are thoroughly dried and shipped to the large wheel factories where they have to undergo four months' more treatment before being shaped and trucked.

The Nicola Brothers Company lost one of its brightest minds and the Pittsburg and Cleveland lumber fraternities lost one of their most popular members by the death of Will Wright Nicola, Jan. 10, in Cleveland. Mr. Nicola was born in Cleveland, November 16, 1865. When eighteen years old, after passing through the city schools, he entered the employ of the Woods-Jenks Lumber Company as a tally boy.

In a short time he was promoted to inspector for his company on the docks. After a few years with this concern Mr. Nicola spent a year in learning the grading of lumber especially hardwoods and yellow pine, in which he was a recognized expert. When the Nicola & Stone Lumber Company of Cleveland was formed Mr. Nicola was taken on as a traveling salesman in 1886, and he spent the next five years in the middle west where he learned every detail of the retail trade. In 1898 he was elected vice president of the Nicola & Stone Lumber Company and a few years later sold his interest to become a member of the Nicola Brothers Company of Pittsburg which had been formed by F. F. Nicola in 1885 as Nicola Brothers. Mr. Nicola had direct charge of the Cleveland end of the company's business. He was a prominent club man, a Mason and was well known in the social circles of both Cleveland and Pittsburg.

### Buffalo.

The hardwood dealers and other Buffalo lumbermen took in the New York automobile show on the week of the 15th. The list included J. B. Wall, M. M. Wall, I. N. Stewart, H. A. Stewart, A. Miller, L. P. Graves, C. W. Betts, O. E. Yeager and F. M. Sullivan.

T. Sullivan & Co. report the prettiest lot of five-quarter birch that they have had in a long time; also a host of Washington fir on the way to fill a big order.

The Buffalo Hardwood Lumber Company has a yard full of oak, and a good showing in the gum trade, not to mention a cut of fine Pennsylvania maple coming this way.

Messrs. Vetter and Janes are both south, but the Empire office is making a good record, as there is still an assortment of hardwoods in stock there.

O. E. Yeager has a lot of chestnut and some oak coming in now, finding that they are the most active and satisfactory on the general hardwood list.

H. A. Stewart has been south some time, bagging cherry lumber for I. N. Stewart & Bro. The Buffalo yard has a large stock of it in assortment and reports good sales.

G. Elias & Bro. have some tupelo gum for inside finish, which is excellent stuff and should move rapidly. A stock of sycamore has also come in, though the wood has become very scarce of late.

It is a hard thing to do, but A. Miller is able to report the carrying of a good stock of cherry along with his all-round stock of hardwood lumber. He reports a better movement of bass wood lately.

When J. F. Knox is back from his southern trip he will be able to herald a lot of oak and other hardwoods coming this way for the firm of Beyer, Knox & Co., which has a good stock of general hardwoods in yard now.

J. N. Scattered has about given up the idea of buying southern oak lands of late, as the asking price is away out of line with the prices of lumber, which he considers too low.

A. W. Kreinheder is south in quest of oak, chestnut and the like for the Standard Hardwood Lumber Company, with new mills for cutting it in the reckoning.

The Hugh McLean Lumber Company reports oak and poplar as its long suit, with the Canadian mills running strong on white cedar shingles for the Eastern trade.

Buffalo and Tonawanda lumbermen will give a smoker to the State Retail Association on Feb. 6. The meeting of this association will be held in Buffalo Feb. 6 and 7.

### Detroit.

The McClure Lumber Company has been closing out its Detroit stocks as rapidly as possible and will soon devote its whole attention to carload shipments from its southern plant.

Brownlee & Company are operating extensively in Michigan hardwoods at their River Rouge

yard and, while they are shipping right along, state that there is no boom in prices of any of the northern woods.

The Dennis & Smith Lumber Company is pushing the sale of oak, poplar and cypress, and report an active business at the Detroit yard.

A number of northern Michigan manufacturers, noting the boom in white, Norway and yellow pine, hemlock and other structural woods, are endeavoring to bring about an improvement in hardwood conditions. To this end a meeting was held in Detroit during the past week, but nothing definite was accomplished.

W. B. Ransom, manager of the Big Bay Lumber Company, Big Bay, was a recent Detroit visitor.

C. H. Dutton of the Worcester Lumber Company, Chassell, Mich., was another recent visitor. He stated that manufacturers in his section are having great difficulty owing to the mild weather which leaves a soft bottom under the snow.

The mill of the Baraga Lumber Company, Baraga, Mich., will not be operated the coming season.

The estate of Thos. Nester, with offices in Detroit and mills at Baraga and Duluth, will cut at Baraga during the winter a quantity of hardwoods, especially beech and maple.

### Saginaw Valley.

The hardwood lumber output of the Saginaw river mills last year makes a very good showing. The cut of the respective firms was:

	Feet.	On Hand.
Bliss & Van Auken	4,485,096	2,416,496
BAY CITY.		
W. D. Young & Co.	17,344,355	15,000,000
Kneeland, Buell & Bigelow Co.	7,119,050	2,500,000
Kneeland - Bigelow Company	9,123,929	3,022,796
John J. Flood	3,800,000	800,000
Campbell - Brown Lumber Company	4,248,000	1,800,000
E. C. Hargrave	3,100,000	1,500,000
S. G. M. Gates	1,500,000	
Total	50,720,430	27,039,292

The outlook for the present year as regards the output is that it will exceed that of last year, since prices are good and the demand is expected to hold up better, if anything, than it did last season.

Bliss & Van Auken expect to manufacture 6,000,000 feet of hardwood lumber this year. The logs are furnished by the Wylie & Buell Lumber Company under contract.

The Kneeland-Bigelow Company and Kneeland, Buell & Bigelow Company, operating two mills at Bay City, expect to cut over 20,000,000 feet of hardwood lumber, and have contracted for delivery during the year 15,000,000 feet, of which 10,000,000 feet in one block of maple goes to the Eastman Flooring Company.

W. D. Young & Co. will cut as much this year as last, and the plant is now running steadily. The firm always carries a large quantity of lumber in stock and has experienced a very satisfactory trade the last year.

The estate of L. Cornwell of Saginaw operates a sawmill at Wolverine and manufactured 1,500,000 feet of hardwood lumber last season. The mill will cut out about 3,000,000 feet this year.

The Michigan Central Railroad hauled on its Mackinaw division last year about 70,000,000 feet of hardwood logs, besides a large quantity of manufactured lumber.

The Gale Lumber Company at West Branch is putting in 2,000,000 feet of logs. It is expected the mill of this company will be moved in the near future to upper Michigan, where Mr. Gale and other valley lumbermen have bought a large tract of timber.

The Athens Hardwood Lumber Company of Battle Creek has filed articles of incorporation, with a capitalization of \$50,000.

The Prescott-Miller Company, operating a mill at Rose City, manufactured 1,000,000 feet of



hardwood lumber last year, and it is all shipped but 500,000 feet.

The Ottawa Hardwood Company of East Tawas is putting in 4,000,000 feet of logs this winter.

About six inches of snow fell in the valley the last two days, but it is all gone. There has been some snow north in the logging woods and operations are progressing favorably, although colder weather is needed.

B. Bettram is having 500,000 feet of hardwood lumber manufactured in Belknap, Presque Isle county. Mathew Heslip of Belknap is manufacturing 300,000 feet of ash, maple, basswood, birch and elm.

### Grand Rapids.

The Chase-Hackley Piano Company of Muskegon held its annual meeting recently and reflected officers as follows: President, A. V. Mann; vice president, B. S. Chase; secretary, W. H. Mann; treasurer, Thomas Hume. The factory was operated at full capacity during the year, employing from 175 to 190 men. The number of pianos manufactured was equal to the output of 1904, which was the largest year in the company's history.

The Sargent Manufacturing Company of Muskegon has elected directors for the ensuing year.

The Hackley-Phelps-Bonnell Company held its annual meeting in its offices in the Michigan Trust building and reflected officers and directors as follows: President, W. A. Phelps; vice president, Henry Idema; secretary, O. A. Felger; treasurer, John H. Bonnell; chairman executive committee, Chas. A. Phelps; board of directors, Henry Idema, Dudley E. Waters, W. A. Phelps, Chas. A. Phelps, John H. Bonnell, O. A. Felger and W. N. Sayles.

The St. John's Table Company will start its new factory at Cadillac in February. The machinery was started Jan. 20, and President Fred A. Diggins cut the first board. The company did not show its line in Grand Rapids this season, but has already sufficient orders ahead to insure steady operation of the plant for several months.

The J. F. Quigley Lumber & Land Company has filed a trust deed covering its entire property for the benefit of its 43 creditors, and naming the Michigan Trust Company as trustee. The liabilities are given at \$64,341, the largest creditors being the Grand Rapids National bank, \$20,500; Frank Squires of Newaygo, \$15,000; Kelley Lumber & Shingle Company, Traverse City, \$7,123.40; Thompson Lumber Company, Grand Rapids, \$4,270.70. Attorney G. A. Wolf, who represents the company, says that the assets will be ample to meet all claims and that the business, being a growing one, will be carried forward in some manner. There are no preferred creditors and any loss that may result will fall on the stockholders.

Up to the last week of the January furniture sales in the Grand Rapids market about 650 buyers, representing the flower of the retail stores of the United States, had visited here and liberal orders were placed. The only lines to suffer at all were the medium and cheap ends of case goods, many buyers of this class of goods deciding to wait and place their orders with the salesmen. This waiting policy was due largely to the advance in prices. The Grand Rapids manufacturers have been doing a good business.

The Athens Hardwood Lumber Company of Battle Creek, capital \$50,000, has filed articles of incorporation in Calhoun county. The company will carry on a general lumber business, the stock being divided equally among Isaac Snyder and Fred T. Bisbee of Athens and Chas. F. Baker of Hastings.

### Indianapolis.

Among the lumber companies that have been incorporated at the office of the secretary of

state during the past fortnight are the following: The Eaglesfield-Stewart Company of Indianapolis; capital stock, \$15,000; directors, Charles S. Eaglesfield, Alonzo E. Robbins and Thomas W. Stewart. Martin Brothers' Lumber Company of Scottsburg; capital stock, \$5,000. Hubbard Lumber Company of Martinsville; capital stock, \$50,000.

The John C. Smith Hoe & Tool Company of Evansville, Ind., has been incorporated here, with a capital stock of \$2,500, divided into shares of \$1 each. Officers: John C. Smith, president; John F. Young, treasurer, and Joseph B. Honningford, secretary, all of Evansville.

According to the statistics of the city's building inspector, there were issued in Indianapolis during 1905, 4,041 permits for buildings, and the total amount for the buildings amounted to \$7,225,325. This is a gain of \$3,153,190 over the figures for 1904.

Fire which originated in the waterroom of King Brothers' lumber yard at Oolitic on the morning of Jan. 15 entailed a property loss of \$12,000. The yard was totally destroyed. It is thought the fire was of incendiary origin.

The Settelmeyer Wood Stirrup Company has been incorporated to do business at Madison, Ind., with a capital stock of \$10,000.

The seventh annual meeting of the Indiana Hardwood Lumbermen's Association, held Thursday, Jan. 18, at the Grand Hotel, this city, was a most successful gathering, and much good is bound to come from it to the hardwood men of the city and state. The meeting was well attended, and the talks by the various hardwood men present were of interest to the trade. Not the least enjoyable portion of the meeting was the banquet held in the evening at the Grand.

### Bristol.

Joseph P. Dunwoody of J. P. Dunwoody & Co., Philadelphia, was a visitor to the local market this week. Mr. Dunwoody is deeply interested in lumber manufacture in this section, and has several large contracts for oak, white pine and hemlock.

E. L. Edwards of Dayton, O., a wholesale lumberman of that city, and a heavy buyer and extensive manufacturer, came to Bristol last week on business.

Mrs. C. K. Mount, wife of the president of the Iron Mountain Lumber Company, died at her home at Mountain City on Jan. 19. Mrs. Mount was a daughter of Capt. Roby Brown, one of the best known citizens of eastern Tennessee. Mr. Mount has the entire sympathy of a wide circle of friends and business associates.

J. W. Tarman and Miss Minnie Shull were married at Butler, Tenn., last week. Mr. Tarman is a prominent lumberman of Carter and Johnson counties and is an officer of the Luppert Lumber Company, Inc., of Butler. Miss Shull is a member of one of the best families in Carter county.

John T. Dixon, of the John T. Dixon Lumber Company, was in Bristol on business last week.

H. C. Travis, who has been sales manager and superintendent of the Bristol Door & Lumber Company's large plant in northeast Bristol for several years, has severed his connection with that concern and become identified with the Stone-Huling Lumber Company in a like capacity.

The Stone-Huling Lumber Company of this city has purchased a \$10,000 site and will construct a \$25,000 brick and stone building thereon at once. The building will be used for offices, store and salesroom.

George W. Peter, local manager of the Paul W. Fleck Lumber Company, states that he has never known business better in this section.

J. H. Bryan of the Bryan Lumber Company has returned from a trip in the interest of that company and the Pee Dee River Lumber Company.

Henry Bradley of Abingdon has been ap-

pointed general manager of the Pee Dee River Lumber Company's operations in South Carolina and left last week to accept the position. The company has general offices in Bristol and does an extensive manufacturing business in South Carolina.

The large manufacturing plant of the Ordway Manufacturing Company erected in South Bristol in 1902 at a cost of \$100,000 will be sold at public auction on Jan. 23 by Trustees Charles J. St. John and Charles W. Warden. The plant is one of the most modern of its kind in the South, and the sale is a sequel to financial straits of the company, leading to the filing of a general creditor's bill in the chancery court of Bristol.

The James Strong Lumber Company is negotiating a deal for the sale of its large double band mill and appurtenances in South Bristol. The mill was constructed by the company at a cost of over \$100,000 and is one of the best in Tennessee. Owing to a long series of litigation now in progress between the company and the Virginia Iron, Coal & Coke Company the timber supply of the mill was cut off more than a year ago by a restraining injunction, since which time the mill has been idle and the company has determined to sell it. The mill has a capacity of 150,000 feet per day.

### Cincinnati.

Papers are being prepared for the incorporation of the Freiberg Lumber Company of McLean avenue and Poplar street with a capital stock of \$75,000. The moving spirit of the company is Harry Freiberg, who was a member of the firm of R. E. Becker & Co. The company will manufacture hardwoods and do a wholesale business. R. E. Becker has formed a partnership with his son under the style of R. E. Becker & Son. Offices have been established in the Pickering building at Fifth and Main streets. They will do a general hardwood business, making a specialty of mahogany.

The Bucyrus Lumber Company of Bucyrus has been incorporated at \$10,000 by A. W. Young, John M. Sheldon, S. M. Hall, E. R. Dunn and E. M. Baldrige.

The plant and yards of the Newport & Dayton Lumber Company were destroyed by fire on Jan. 17. The loss amounted to \$4,000 and was unprotected by insurance. Allan Willis is president of the concern.

O. S. Honaker of Lexington, Ky., and William Threlkeld of New York called on the trade during the past fortnight. The former was chaperoned by I. M. Asher and the latter by T. J. Moffett of the Maley, Thompson & Moffett Company.

The salesmen and heads of the various departments of the M. B. Farrin Lumber Company held their annual reunion and banquet recently at the Business Men's Club. Hereafter it is planned by M. B. Farrin to hold these meetings semi-annually.

The Minster Lumber Company is a new hardwood concern at Minster, O. It has a capitalization of \$10,000 and is composed of John D. Pienning, A. W. Werkenhoff, John Branderville and others.

C. E. Littell of the C. E. Littell Company has returned from a business visit to Chicago.

A large delegation of Cincinnati hardwood men attended the twenty-second annual meeting of the Retail Lumber Dealers' Association of Indiana at Indianapolis on Jan. 9-10. Among them were W. A. Bennett, H. E. Calland, W. J. Eckman, H. L. Mickle, C. F. Korn, George F. Mossmann, Walter Quick, W. H. Ames, H. P. Wiborg and J. Watt Graham.

The Ault Woodenware Company of this city has increased its capital stock from \$400,000 to \$500,000.

According to reports received by local hardwood lumbermen, more than 100,000 ties were sunk at Paducah, Ky., on Jan. 15 during a gale.

The Borcharding Lumber Company, with offices



to this city, was declared bankrupt in the United States district court on Jan. 15 at the instance of the Kenova Poplar Manufacturing Company and other creditors. The Marbury Lumber Company of Marbury, Ala. in the same matter, entered suit to prevent the Borcharding company or its receiver, Dr. W. R. Thrall, from having possession of a shipment of lumber.

The A. M. Lewin Company of West Eighth street has acquired a tract of land in Evanston, a suburb, which will be converted into storage yards.

R. M. Broas of Ashland, Ky., has closed a deal in New York with the Northern Coke & Coal Company whereby the latter secures valuable coal lands in Martin county, Kentucky, on the Big Sandy river. The timber on the lands will go to the Yellow Poplar Lumber Company and Vansant, Kitchen & Co. The deal involved about \$500,000.

W. A. Bennett attended a meeting of the executive committee of the National Hardwood Lumber Association at Indianapolis Jan. 16-17.

Clinton Crane of C. Crane & Co. has returned from Louisville, Ky., where he took a prominent part in the convention of the Hardwood Manufacturers.

M. B. Martin attended the conventions of the National Board of Trade and the National Rivers and Harbors Congress at Washington, D. C., last week. He was a delegate of the Manufacturers' Club.

The Lindenwald Lumber Company of Hamilton has been organized by C. E. Gnesheimer, J. I. Gnesheimer, H. G. Gnesheimer, John G. Knox and J. E. Zimmer. The company has a capitalization of \$35,000.

T. J. Moffett was reelected director of the Third National bank at its recent election. At the Merchants' National bank at the same time M. B. Martin was elected a director, while Thomas P. Egan was likewise honored at the First National bank.

The Blackburn & Smenner Company, Inc., is one of the latest additions to the wholesale hardwood fraternity at Cincinnati. This company was incorporated Jan. 3, 1906, and its officers are J. E. Blackburn, president; A. W. Smenner, vice president; H. O. Knapp, secretary-treasurer. The active management will be in the hands of Mr. Smenner, who enjoys an extensive acquaintance throughout the trade, having for several years been identified with E. L. Edwards of Dayton, O.

### Chattanooga.

The river mills here have received several million feet of logs during the recent logging tide, but it is predicted that there will be a shortage in the supply of forty to fifty per cent for this year.

The Zack Taylor Lumber Company, recently organized in this city, will be ready to operate its new plant about the first of February. The company will manufacture building material, blinds, sash and doors. The plant is being equipped with new machinery throughout.

The Chattanooga Boat Car Company, which will be held over in a corner of the scarcity of ash timber, has removed its machinery to one of its plants in North Carolina. The concern is a large number of plants in various parts of the country. E. P. Rowe, the former manager, has accepted a position with the Chattanooga Wheel & Car Company, whose plant is located at East Lake.

The Rock Creek Lumber Company is making complete extensive improvements on its plant by the middle of February, thus doubling its capacity.

The Rock Creek Lumber & Mining Company is shipping many car ties north to be used by the Big Four railroad. The concern was recently notified by R. B. B. of Evansville, Ind., that it had secured a tract of land on Walden's ridge, consisting of pine, oak and J. B. B. B.

L. G. Berry of Berry Brothers, Cincinnati, O., was a visitor here recently.

W. M. Fowler, president of the Fowler-Perinett Lumber Company of Birmingham and an officer of the Case Lumber Company, spent several days in Birmingham recently.

### St. Louis.

Louis M. Borgess, for six years secretary of the Lumbermen's Exchange of St. Louis, has sent in his resignation to take effect February 1. Mr. Borgess has accepted a position with Steele & Hibbard, succeeding Roland F. Krebs. In addition to looking after the correspondence Mr. Borgess will have charge of the freights and shipping, and also of those who look after the interests of the firm on the road. He has made a fine record and a host of friends as secretary of the Exchange, and in his new position there is no doubt but that he will give a good account of himself in all respects.

E. H. Warner, the new president of the Lumbermen's Exchange, is one of the sturdy pioneers of the hardwood trade in this section, and wears his seventy odd years with a degree of vigor that should make the younger members wince. Mr. Warner is a progressive man in all his undertakings, and his fellow hardwood men are looking for an active year during his administration.

The Chas. F. Luehrmann Hardwood Lumber Company expects to keep its Marianna, Ark., mill going from now on. Its mill plants have suffered considerable interruption of late because of rainy weather and overflows of adjoining streams. This company has had an especially active call for red gum, which is more or less of a specialty.

The Acme Handle Company is a new St. Louis concern, capitalized at \$50,000, with factories at Berne, Ark. The headquarters of the company are at 508 Laclede building.

### Nashville.

An excellent idea of the great prosperity enjoyed by Nashville lumbermen and Nashville planing mills and woodworking establishments during the year just ended is furnished in a table of the building permits issued in the principal cities in the United States in 1905. In that table Nashville occupies a most enviable position, for this city shows a growth of seventy-six per cent over 1904. This achievement places Nashville third in the United States in percentage of growth in building.

Nashville lumbermen are greatly interested in the progress that is being made, through the efforts of the Cumberland River Commission and the Nashville Board of Trade, to have Cumberland river improved by locks and dams and thereby made more navigable. When it is known that lumber can only be brought down the river a few months in the year, whereas by the aid of a complete system of locks and dams above Nashville the great lumber sections would be able to get their logs down all year round, it can readily be seen why the Nashville dealers should be manifesting a lively interest in the question. Messrs. M. T. Bryan, C. C. Slaughter and A. W. Wills, the two former members of the Cumberland River Commission, have just returned from Washington city, where they attended the National Rivers and Harbors Congress. They were informed that a committee from the Board of Engineers would come to Nashville about February 1 to secure data about Cumberland river above Carthage.

John B. Ransom, John W. Love, Simon Lieberman, M. F. Greene, J. H. Bath and Sam K. Cowan, Nashville lumbermen, and Messrs. W. J. Cude of Kimmins, Tenn., and A. Z. Haas and J. K. Williams of Fayetteville, have returned from the recent convention of the Hardwood Manufacturers' Association held at Louisville, Ky. All of them are loud in their praise of the session and characterize it as the best one ever held. They say that the outlook for 1906 is for a year of unusual success and profit for the lumber dealer. They state that since the meeting of the association held

here a year ago, Nashville has turned from a buyers' to a sellers' market.

It is learned that the office of president of the association was tendered John B. Ransom, the popular Nashville lumberman, but that his business matters compelled him to decline the honor. Nashville lumbermen were gratified to learn that Mr. Ransom was reelected vice-president of the association and that Simon Lieberman and M. F. Greene were elected respectively vice-president and director. Local lumbermen were also gratified that the secretaryship of the association was again placed in the hands of so capable and courteous a gentleman as Lewis Foster.

It is probable that in the near future Nashville will have a factory for the manufacture of all kinds of brushes. N. L. Heldeman of Evansville, Ind., was a recent Nashville visitor, and while here called on the members of the local commercial bodies. Mr. Heldeman regards Nashville as a good location for such a factory.

A timbered tract of 537 acres in Dickson county, Tenn., was sold recently to W. I. Choate and S. E. Winstead for \$13,500.

E. O. Buchanan, secretary of the Spoke Manufacturers' Association, is authority for the statement that a new spoke and stave factory for Nashville is an assured fact. One-third of the capital stock has already been subscribed. The plant will be located in West Nashville.

At a recent meeting of the officers of the Tennessee Land & Coal Company, a \$2,000,000 corporation, Seldon R. Williams of Lebanon, Tenn., was elected manager. The company has timber and mineral interests in Cumberland and Fentress counties and is just now engaged in building a railroad from Maylawn on the Southern to Jamestown in Fentress county. The company is looking to Nashville as the natural market for most of its timber.

E. F. Hiatt of the Dickinson Trust Company of Richmond, Ind., has purchased land near Paris, Tenn., aggregating some 1,800 acres in extent. It is said to contain much good timber.

The Central Tennessee Coal & Timber Company, with headquarters at Augusta, Maine, has filed an abstract of its charter at the state capital here, preparatory to doing business in Tennessee. The company is capitalized at \$100,000.

Chancellor Allison has ordered a reference in the big damage suit of Evans & Stinnett vs. the Waverly Timber & Iron Company to ascertain the difference in value per acre of a tract of 5,486 acres of timber land in Humphreys county, Tenn., on the date of its supposed sale by the defendant company to complainants and the alleged breach of that contract of sale, a short while afterwards. The contract was to sell the timber at \$2.65 an acre and the complainants claim the timber on it brought about \$15 an acre. They assert that a reference will show them to be entitled to a judgment amounting to nearly \$87,000.

### Memphis.

The annual banquet of the Lumbermen's Club of Memphis was held at Hotel Gayoso Jan. 13. Covers were laid for 68 and the affair proved to be one of the most enjoyable ever given by the club. There were no set speeches, but a number of lumbermen, lawyers, railroad men and others were called on for short talks. The newly elected president, W. R. Barksdale, acted as toastmaster, and the easy and graceful manner in which he performed his duties contributed largely to the pleasure of the occasion.

The H. Alfrey Company has made application for a charter, with a capital stock of \$400,000. The company, which is headed by H. Alfrey, who has been connected with the tight cooperage business for over thirty years, will engage in the manufacture of tight barrel heading. Other incorporators are: W. F. Alfrey, J. F. Jagger, Charles Hudson and F. W. Hurley. The company will operate mills at Little Rock, Hope



and Jonesboro, Ark.; Clarksdale, Miss., and Brinkley, Ark. Through the consolidation of these mills the concern becomes one of the largest of the kind in the country. Headquarters will be in the Tennessee Trust Building, this city.

George C. Russe, who has for some time been connected with L. Methudy of St. Louis, as southern representative, has resigned that position to become associated with the E. Sondheimer Company as manager of the operating department. Mr. Russe will have charge of all the outside mills of the company. He will devote his attention first to the mills in Mississippi, then in Arkansas, and will later look after those farther north. Mr. Russe is a son of W. H. Russe, of Russe & Burgess.

The C. W. Stover Lumber Company is piling considerable stock of hardwood lumber on its yards in North Memphis, making a specialty of quarter-sawn stock. Mr. Stover reports that the company is negotiating for important timber rights in Arkansas and that the deal will probably be closed within the next few weeks.

The City Bank has been organized here with a capital stock of \$250,000 to take over the assets and liabilities of the failed Merchants' Trust Company. A number of lumbermen are interested in the new institution, including Max Sondheimer and W. M. Kennedy, of the Kennedy & Morelock Stave Company. The bank has no connection with the Merchants' Trust Company further than that implied in the statement that it will wind up the affairs of the defunct institution. Harry E. Coffin will be president, and the new bank will open for business with capital stock fully paid up Jan. 27.

The Anderson-Tully Company of this city has purchased from the Ferguson Lumber Company 8,760 acres of land in Lauderdale county, Tennessee, in what is known as the Mississippi Bottoms. The consideration was \$250,000. The timber will be developed largely at the Memphis plant of the company.

The timber department of the Bank of Commerce and Trust Company of Memphis has closed a deal transferring 4,000 acres of timber lands in Chickasaw and Pontotoc counties, Mississippi, to the Parker-Joyner Stave Company, which has offices at Pontotoc and which will open an office in Memphis. The company will begin cutting this timber as soon as the ground is dry enough.

Memphis will send a considerable delegation of exporters to the forthcoming annual meeting of the National Lumber Exporters' Association, which will be held in Washington, at the New Willard Hotel, beginning Jan. 24. The call for this meeting was issued some time ago by Acting Secretary Elliott Lang, who urged a full attendance because of the large amount of important business to be transacted. In the Memphis delegation will be Mr. Lang and President W. H. Russe. At this meeting a successor to Mr. Lang will be elected.

T. H. Wall of the Buffalo Hardwood Lumber Company was in Memphis recently and while here attended the annual banquet of the Lumbermen's Club of Memphis. He said on that occasion that since Memphis sent a large delegation to the annual convention of the National Hardwood Lumber Association at Buffalo that city will send an equally large one to Memphis next May.

George C. Ehemann of Bennett & Witte, secretary of the Lumbermen's Club of Memphis, has returned from a southern trip which included New Orleans. He reports business in very satisfactory condition and joins others here in the statement that stocks of dry lumber are light and hard to get.

Ben Thompson of Paris, Tenn., has sold to E. F. Heat of Richmond, Ind., about 2,000 acres of timber lands near Mansfield, Tenn. It is the intention of the purchaser to cut the timber as rapidly as possible and put the land in cultivation.

George C. Ehemann and E. E. Goodlander are on the two directors' tickets in the forthcoming

election of officers for the Business Men's Club for the ensuing year which comes off at an early date. The last two presidents of that organization have been taken from lumber and woodworking lines, S. B. Anderson of the Anderson-Tully Company and J. T. Wellingham of the Memphis Coffin Company.

E. E. Goodlander of the Goodlander-Robertson Lumber Company has returned from an extended trip to New Mexico where he went to close a timber proposition which he has had under advisement for some time. Details of this have not yet been given out for publication.

J. W. Thompson of the J. W. Thompson Lumber Company paid a recent visit to Chicago and returned to Memphis in time to attend the annual banquet of the Lumbermen's Club of Memphis, though he was called to Birmingham late Saturday afternoon and was unable to be present, much to the regret of members of the club.

M. Neely of the Macdonald Lumber Company, of Helena, Ark., was in the city this week. He reports logging conditions very unfavorable and asserts that there is so much water in the low lands where the bulk of the timber lies that it will be some time before much will be accomplished in this direction. He says there is more water than he has seen in seventeen years' experience in the lumber business.

### New Orleans.

Franklin Greenwood, who has had charge of the sales and traffic departments of the W. R. Pickering Lumber Company of Kansas City, Mo., has accepted a position with the Southern Cypress Lumber Selling Company, Ltd., as general sales agent with headquarters at New Orleans. Mr. Greenwood is a very capable young man and in this appointment both he and the Southern Cypress Lumber Selling Company are to be congratulated.

Hugh Forchheimer, senior member of the firm bearing his name and a prominent figure in American export lumber trade, died on Jan. 7, after an illness of only three days' duration at Frankfort-on-the-Main, Germany. Mr. Forchheimer, in addition to his interior trade in Germany, handled Austrian and Australian woods, as well as lumber from the United States, consisting of hardwoods and yellow pine. He maintained offices at New Orleans, Mobile and Gulfport. The main office was at Frankfort-on-the-Main. Mr. Forchheimer leaves three daughters and three sons, the latter, Arthur, Karl and Hans, all interested in the lumber business and familiar with the trade in the United States.

### Louisville.

Fisher Brothers, Horse Cave, Ky., say that the roads are so bad down in their section that they are not able to make much headway hauling logs, and as a consequence their mills are idle a good part of the time.

J. E. Buscher of the Louisville Spoke & Bending Company, says the outlook for vehicle wood stock this spring is very good.

Al Spottswood of E. R. Spottswood & Son, Lexington, Ky., was in town a few days ago and says he is experiencing all sorts of difficulties in getting cars to make shipments.

One of the consuming factors of the Louisville hardwood business is the Hilton-Collins Company, manufacturers of single and double trees, neck yokes, etc. A. G. Renau, vice president of the company, says they make about 30,000 dozen a year and are enlarging their facilities with the expectation of increasing their output this year. They use hickory cut to dimension for practically everything except plow single trees.

F. M. Platter of the North Vernon Pump & Lumber Co. says they are fairly well supplied with logs now at their Louisville plant and have hopes of being able to take care of their requirements all the balance of the winter and spring.

J. G. Gamble, Keller building, has been turning his attention largely to hardwood, especially poplar, since yellow pine became so scarce and high, and is working up a very good hardwood trade.

### Ashland, Ky.

The Giles Wright Lumber Company has taken on two new members since Jan. 1—E. L. Saulsberry and John Burke, both young men but experienced in all branches of the lumber business. Mr. Saulsberry will attend to the buying and selling and Mr. Burke will be bookkeeper and general office man.

W. O. Walton, W. B. Wilson, John H. Holt and S. H. Nigh of Huntington, W. Va., with some capitalists of New York, have gone to Cuba to close a large deal in timber land on that island.

The W. M. Ritter Lumber Company has suffered two disastrous fires within the last two weeks in which almost the entire plant at Panther, W. Va., was destroyed, including the saw and planing mills and several million feet of lumber, both oak and poplar. The fires are supposed to have started from sparks of passing trains. The handsome new Norfolk & Western depot and a number of cars loaded with lumber were burned in the last fire. The loss to the Ritter company is over \$100,000, covered by insurance.

It is rumored that a deal is on whereby the W. M. Ritter Lumber Company will purchase the planing mill of the Kenova Poplar Manufacturing Company at Kenova to take the place of the one destroyed by fire at Panther, W. Va., last week.

There is a slight rise in the Big Sandy river and a small run of logs is expected. C. Crane & Company will get about 6,000, which will give a few days' work to several of the local mills.

A. J. Crowell, late bookkeeper for the W. R. Vansant Lumber Company, has been put on the road, and Mr. Vansant's father, J. M. Vansant, is looking after the books and office work.

Vansant, Kitchen & Co.'s annual meeting was held last week and the same officers reelected: R. H. Vansant, president; B. J. Taft, vice-president; Charles Kitchen, secretary; J. W. Kitchen, treasurer. This company reports a good business for the past year and a bright outlook for 1906.

Mr. and Mrs. W. H. Dawkins intend to leave in a few days for an extended trip through Florida and other southern states. They will make the journey in the hopes of benefiting Mrs. Dawkins' health.

All of the Ohio Valley mills have taken stock this month and the year has proven to be exceptionally good, both as to volume of business and prices.

The Yellow Poplar Lumber Company has recently purchased 30,000 acres of valuable timber land on the Russell Fork of the Big Sandy river. The tract is said to contain some of the most valuable hardwood in the United States.

J. W. McCausey of Union City, Mich., is here for a visit of several days to the mills.

Owen D. Garred of Huntington, W. Va., was here this week in conference with Hon. C. Breck Hill of Winchester and other capitalists relative to a big deal for timberland up the Big Sandy.

### Minneapolis.

A marked revival of retail yard trade was noted as a result of the gathering in this city of dealers attending the session of the Northwestern Retail Lumbermen's Association. The retailers were all making inquiries about hardwood yard stock, and a number placed orders for March delivery. They generally reported very light stocks. Some good sales of flooring were made, and the buyers were lucky, getting in just ahead of the \$2 raise. Basswood also proved in demand and with a price advance.



stock and wagon stock, for those who had them, proved an easy seller.

C. F. Osborne, of Osborne & Clark, was one of the initiates who went through the Hoo Hoo rites at the annual concatenation Jan. 16. Osborne & Clark distributed to all retailers a very neat souvenir in the form of a nicked salt shaker. It carried an inscription inviting the receiver, whenever he shook it, to remember that Osborne & Clark carry a complete line of everything the retailer wants in hardwood yard stock. Mr. Osborne reports quite a brisk demand for flooring and yard stock during convention week, and expects to see business continue on a good basis for some time to come, though the factories are not taking much lumber at this season.

E. Payson Smith, of the E. Payson Smith Lumber Company, is recuperating at Hot Springs, Ark., from an attack of stomach trouble which overtook him while at Cairo, Ill., a few days ago. He was on his way to southern Missouri points and then to Alabama, but was checked at Cairo, and after getting to Hot Springs was confined to his bed a few days. He is improving and will soon take up his journey.

F. J. Lang, representing the Wisconsin Land

& Lumber Company of Hermansville, Mich., had temporary headquarters in Minneapolis during the retailers' convention, and will remain in the city for a few weeks, looking after the interests of the company's flooring product.

A. S. Bliss, representing the R. Connor Company of Marshfield, Wis., reports an excellent outlook for business in yard stock. Dealers who are up to date and progressive all say the year is bound to be a good one for the trade, and they expect to stock up accordingly. The scarcity of hardwood stocks is the chief drawback to business.

P. R. Hamilton and W. H. Still, of the Minneapolis Lumber Company, have just returned from an inspection of the Ruby Lumber Company's plant at Ruby, Wis. It has some stock in good shipping condition now, and has been loading out cars at a good rate. The mill is running full force, and logging operations are going on under fair conditions. It has been too soft for the best work, but with a good freeze they will get along nicely.

The McCulloch-Kuhn-Atkinson Company has been started with headquarters in Minneapolis, to market the product of the R. C. Kuhn Sash & Door Company, La Crosse, Wis.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### Chicago.

An almost phenomenal situation in the hardwood lumber market exists in Chicago at the present time. This locality probably is enjoying the most active trade of any of the large consuming centers of the country. Thus far the month has proven the largest in sales ever known in Chicago. The business is confined to no particular element of the consuming trade, but in a general way is almost equally divided between the furniture factories and the interior finish and door makers. Flooring manufacturers are still buying large quantities of maple and oak. There is every prospect of the continuance of an excellent demand for months to come.

### Boston.

While business has not been brisk in this market for hardwoods, there has been a decided tendency toward firmer prices in many instances. The car shortage has and is still being seriously felt. A representative of one of the large roads, in speaking of the situation, says that his road has 60,000 cars more than two years ago, and that large orders for cars have been placed. Yet the situation to-day is worse than at any time previous to this. Representatives of other railroads say that they never saw the shortage so bad nor extend over so long a period. All roads have placed orders for additional cars, and as soon as they are delivered they are being pushed into service. One road has turned its gravel cars over for the use of lumbermen.

The demand for hardwood, so far as the trade in the immediate vicinity is concerned, shows more of a hand-to-mouth character than anything else. Those lumber dealers who cover New York as well as New England are selling some very good bills for delivery several months from now. Maple flooring is firm, yet prices remain unchanged. The outlook favors an advance. One inch rough maple is selling in rather

Main oak is very firm. Stocks in this market are small. This has been brought about by the car shortage and partly owing to the fact that manufacturers of oak lumber have not been able to get their cars to the mill. A leading dealer says that one inch stock is practically out of the market. It is quoted here at \$48.50. Quartered oak is in fair call at \$75 to \$80. Basswood is in fair call at \$27.50. Birch is in fair call at \$30. The outlook is decidedly

one inch, from \$48.50 to \$50. Cypress is still selling on a basis of \$45.50 for one inch, ones and twos. Chestnut and elm are in moderate demand. Ash is firm and offerings are not large.

### New York.

The year's trade opens with the local hardwood market in excellent shape. There is not a weak item on the list and everybody is optimistic over the outlook for the year. There seems to be a free movement of practically all hardwoods, both as regards the buying of retail dealers and manufacturers, and of wholesalers looking to 1906 supplies.

In regard to the various stocks, plain oak is exceedingly scarce and the demand very active and prices for firsts and seconds, are ruling firm at \$48. Quartered oak is a little slow of sale and while prices are not as high as the value of the wood seems to warrant, Indiana stock is selling firmly at \$75, and Southern stock at \$67 to \$68. Poplar is moving freely, especially common and sap. Prevailing prices are \$48 for firsts and seconds; common, \$31 to \$33, and sap \$36 to \$38. Chestnut is particularly active with firsts and seconds common in special demand. Sound wormy is fair. Firsts and seconds are strong at \$46 to \$47; common \$34 to \$36, and sound wormy \$19 to \$20. Ash is scarce, but is not in very active demand. Firsts and seconds are strong at \$48. Basswood is in fair call at \$43 for firsts and seconds; common \$30, and log run \$26.50 to \$27. Birch is very active, especially in the furniture and manufacturing trade, and dry stock is scarce. Cherry is in its usual call and good well-manufactured stock is bringing good prices.

The whole situation is strong and indications point to an upward tendency in price between now and spring.

### Philadelphia.

Philadelphia hardwood lumbermen admit that they have no reason to complain of business, although it is the general opinion that it is not as good as in December. Some advances are still being made in prices and as yet the buyers appear to take them cheerfully so long as they are assured of deliveries. The trouble with car shortage has eased somewhat, and railroads have during the past fortnight placed almost an adequate number at the service of the trade.

### Baltimore.

Through some diversity of opinion exists as to

the state of the hardwood trade at this time, there is no denying the fact that dealers are busy after stocks, and not a few admit that last year was the busiest and most profitable in their entire career. Some firms here, among them the most conservative, assert that stocks in the hands of dealers are not merely adequate for current requirements but actually plentiful, and that there is doubt about the ability of manufacturers to maintain price lists. By these lumbermen the news that the Hardwood Manufacturers' Association of the United States has advanced the quotations from \$1 to \$2 per M. feet is received with much skepticism; they contend that it is one thing to say prices shall be so and so, but quite another to get consumers to pay the figures asked. For confirmation of this view they point to the fairly large stocks on hand abroad, although the conditions there have been admittedly very unsatisfactory and are still by no means attractive. This state of affairs, it is argued, can only be due to the action of manufacturers in shipping surplus stocks in order to stiffen the market at home. The fact remains, however, that notwithstanding such discouraging views, a fairly active demand for stocks exists, and the asking price has not been lowered in any department of the trade. On the contrary, a marked improvement in poplar and other woods is noted, while oak, ash, etc., are quite as strong as they have been. The local inquiry is moderately large, furniture manufacturers and other consumers being in the market, while the lumbering districts are being scoured by representatives of firms with instructions to close deals for delivery. The car shortage, which was very troublesome in November and December, causes considerably less inconvenience, and stocks are now moving quite freely. The open winter, too, has facilitated operations at the mills, and the available supplies are larger than they would have been otherwise.

The outlook is regarded as very promising, and an excellent year is anticipated. The domestic trade continues to call for walnut in relatively large quantities, while the local manufacturers are freely buying mahogany to be used for store fixtures and similar purposes. Some improvement is being noted in the export business. Foreign buyers show a disposition to meet the terms of American shippers, though prices in the main are still comparatively lower than those prevalent in the domestic market. Much is hoped for from the general improved business conditions abroad, which are expected to affect the inquiry for lumber. Altogether, the year so far is most promising.

### Pittsburg.

The hardwood market shows a very perceptible improvement over its condition Jan. 1. This is manifest in the greater number of inquiries received, in the larger orders placed, in the anxiety that wholesale firms show to contract for big lots of choice hardwood for early spring delivery, and in the reports of the traveling salesmen, who say that trade is picking up steadily. There is little fear of strikes, and unless an epidemic of ruinous high prices comes along the trade in building lumber will be good.

Prices remain as at the opening of the year. There is a tendency to advance on some woods, notably chestnut and oak, but this disposition is held in check by the largest firms, who believe that it conduces to a more healthy condition of the market to keep quotations where they are, at least until the spring movement is more fully determined. General business conditions warrant the prices that are now asked, but a reasonable degree of caution will be practiced by the hardwood firms of Greater Pittsburg in view of any change in the business world that might affect the lumber trade.

The outlook for big buying is excellent. The railroads and large manufactories are already making their wants known in no mild terms and their orders are causing the wholesalers to go out and buy up large lots of timber in anticipa-



tion of more to come. The industrial phase of Pittsburgh's business situation is a very bright one at present. Heavy timbers, trestle and bridge stuff, mine timbers, ties, poles and plank are in better demand than they have been in any January for years. A large proportion of the orders are wanted for very early delivery. Finishing lumber is in fairly good call, especially the finer grades of hardwoods. Maple is in good call, although the demand for flooring is not so heavy as a few weeks ago. Chestnut is a leader in the market at good figures. Considerable ash is selling, and beech, birch and hickory are going out in small quantities to the small manufacturing plants in Pennsylvania and Ohio.

#### Buffalo.

Buffalo hardwood dealers are still doing a fair business. It is found to be impossible to keep a supply of chestnut, and plain oak promises to go higher before long on account of the low stocks of this substitute for it. There is a great plenty of maple, even though it is quite active. Basswood is still abundant, without being very active, and elm continues to be slow of sale and is rather scarce.

The growing scarcity of so many woods at the same time has made it necessary to revamp the whole list to some extent. Some dealers have brought out cherry and walnut to take the place of finishing woods, and oak has suffered from these as well as from mahogany, which now has the lead in many of the great office-building jobs. Coming to the cheaper inside finishings, there is success in the effort to push gum and tupelo in ahead of ash or elm, that used to be in the lead in that line of business. Some dealers are dropping home hardwoods to a certain extent and bringing in Pacific coast fir, spruce and redwood. They are still able to get elegant clear stuff at quite a moderate price, and it takes well.

Poplar is doing well, with no assurance yet of much of a cut, and cypress sells readily on account of its being so much lower than white pine.

Local stocks are generally good in all lines, unless it be chestnut, which will not, from present appearances, be plenty again. Black ash is much scarcer than it should be, and plain oak is not abundant. The general demand remains fair, and the trade goes on steadily.

#### Detroit.

The buoyant conditions which are reported in most of the southern hardwoods are not reflected to any great extent in northern woods. There is a complaint that maple, beech, birch and basswood are no stronger, and in the case of basswood much weaker, than one or two years ago. Inch maple lumber, to be sure, is greatly improved in demand and some producers have been able to secure slightly advanced price. Thick stock is really in no better position than it has been at any time within the past twelve months. The great trouble is that every mill man, large or small, who has any hardwood at all, has maple. Of course, it goes without saying that oak is a top-notch in Michigan as elsewhere, but the production of oak in this state is too small to be of any consequence.

#### Saginaw Valley.

Of course this is usually the dull month in the movement of hardwood lumber because dealers and manufacturers have just taken inventory, squared the business of the old year and are getting in shape to begin another campaign; yet there are no complaints filed as to trade conditions. Some large blocks of lumber, yet to be cut, have been sold for future delivery, and stocks in dealers' hands are not large. On this river there is only a stock of 27,000,000 feet, and two-thirds of that represents the accumulation of one firm that is carried the year through. Dealers say there is a good call for nearly all kinds of hardwood stock, and there are numerous inquiries as to the existing condi-

tions from buyers who will want stock in the near future. Prices are generally firm for most grades, and the situation in maple has materially improved compared with that a year ago. Ash, oak, basswood and birch are wanted to a greater or less extent, and at a well sustained range of values. A number of mills are in operation in this section of the state. The railroads are doing better in the way of moving stocks, as cars are more plentiful, and thus far there has been no delay in moving lumber by rail incident to unfavorable weather. In fact, there could not be better weather conditions for handling lumber. A fairly good stock of logs will be put into the mills and yards this season.

#### Indianapolis.

No perceptible change is reported in the prices for any kind of hardwood lumber in the Indianapolis market. The year is starting out well and dealers hold an optimistic view of the future. The year 1905 was the banner building year in the city's history, a fact which brought gladness to the hearts of the hardwood men of the city. While 1906 does not promise to break the 1905 record for the number and cost of new buildings, still it seems pretty certain the building to be done this year will be very large. Already work has been begun on several good-sized down-town business buildings, and it is reported that the number of dwellings to be erected this year will be large. Because of this things look good to the Indianapolis lumbermen.

#### Bristol.

Conditions in lumber channels in this section for the past fortnight have been good; in fact, many of the lumbermen declare business is better this month than during December, and the unanimous opinion is advanced that the winter and spring of the good year 1906 will see even better business than any time in the past. Shippers have been greatly handicapped for several months by the dearth of cars and in some instances the car shortage has been disastrous. The railroads are making a strenuous effort to relieve the situation and they have to a large degree succeeded in alleviating the famine; however, there is yet a considerable car shortage.

The mills are all running regularly and little delay on account of inclement weather has been occasioned so far.

There is a general scarcity of stock despite the fact that a number of new large mills have recently been put into operation, and wholesalers are making a campaign for stock. Some of the Bristol concerns are sixty days behind orders.

#### Cincinnati.

The local hardwood market has pursued the even tenor of its way during the last two weeks. The demand continued good, especially for plain oak, gum, ash and chestnut. Dry stocks were not increased. Advices from mills state that unpropitious weather is interfering with operations. Further relief was noted in the freight car situation. Foreign inquiry is not increasing.

#### Chattanooga.

Local lumbermen are talking about lumber conditions with a cheery ring which makes one feel that they are prosperous and happy in every sense of the word. At the first of the year they predicted the heaviest business ever known and they say now that so far their most sanguine expectations are being met. The only complaint is on the shortage in dry stocks, which is so scarce that the situation is a little bit alarming, and lumbermen are "kicking" about it. This is probably due to two or three conditions. One is the fact that during last summer the heavy rains prevented log men from cutting their logs and getting them to the roads and rivers for market, and the inability to do so now because of the extremely wet

weather which prevails all over this section. With all this, however, there has been no lull in the market, which generally follows the holiday season.

Yellow pine is the leader here, with oak and poplar a close second. Plain oak leads in hardwoods, while quartered oak is very firm. The poplar market is very active and especially is this true of firsts and seconds. Clear sap and common grades are also active, which is a splendid indication. For many years there was little demand for clear sap and common grades. There is practically no basswood and ash in this market. Walnut is very scarce. The indications are that there will be a steady increase in the prices of hardwoods in this market from now on.

Local lumbermen are somewhat interested in the railroad rate bill which is now pending in congress. They fear nothing, however, unless the agitation now rampant may result in the withdrawal of what is known as the "milling in transit rate" by the railroads. It is known that one trunk line centering here has attempted to withdraw this rate several times. According to this, for instance, a rate of 8½ cents is charged from Florence, Ala., to this city on a shipment on which 20½ cents is charged to Buffalo, but if shipped directly a rate of 22½ cents is allowed.

#### St. Louis.

There is a very decided firmness in the hardwood market here as elsewhere throughout the country. Demand is reasonably brisk, and stocks are not superabundant either in yards or at mills, with the result that prices are stronger than they have been for some time past. Logging conditions at mills in the South have been very bad the past few weeks, and this has interfered very materially with operations of plants at many points. Receipts have been accordingly reduced, and the anxiety of buyers added to this has given a distinctly firmer undertone to almost all the hardwoods. Ash sells better of late, gum is making quite a record, too, and both white and red oak are ready sellers. Quartered stock is also evincing more life than in recent weeks. Poplar is maintaining its hold on buyers' favor, and sales of cottonwood have been of encouraging proportions. Nearly all the principal factors in the St. Louis market express themselves as well pleased with the business thus far this month, and some of them report sales much in excess of their most sanguine expectations.

#### Nashville.

With a brisk demand for every kind of lumber, no sort of disposition manifested to cut prices, a full tide in Cumberland river bringing down quantities of logs, and the volume of orders increasing, local lumbermen are as busy as bees. The market is reported as very steady, with probably an upward tendency. Dry lumber of every kind is said to be very scarce, and this is especially true of plain oak. Increased demand is also noted for quartered oak, and the demand for each is decidedly brisk. The other varieties of hardwoods are holding up well. There is a noticeable increase in the volume of orders since the first of the year. Cumberland river is high now and many long rafts are being brought down. There is a shortage reported at the head of the river, however, for it seems that each season the lumbermen have to go back farther and farther to get good timber, and have consequently longer hauls to make to get their product to market. River men expect the tide to last until May or June, however, and a lot of lumber should be brought down by that time. Oak, poplar and cedar rafts are reported as coming down almost daily and many staves and cross ties are being brought to market on the tide.

The woodworking establishments are making heavy demands on the wholesale lumber dealers for timber with which to make interior



indications and the indications are that the outlook for Nashville in 1905 will be more than a fair one.

### Memphis.

The hardwood market continues fairly satisfactory. There is a good average demand and offerings are generally light in stock ready for immediate shipment, which is handicapping business to some extent. There is no particular rush on the part of buyers to secure their requirements; in fact, scarcely so much as during December, but the holiday dullness is beginning to disappear, and the trade here is confident that there is a good business ahead. Prices are firm in every direction, with the tendency rather higher, if anything, because of the scarcity of shipping dry lumber and the small prospective supply resulting from unfavorable weather and logging conditions. There is a moderate export demand, with the bulk of the business still confined to thin quarter-sawn oak, plain oak, thick ash and firsts and seconds red gum and clear saps. The domestic demand is quite generally distributed, though the call for quarter-sawn oak is still light, especially for red. There is a further slight improvement noted in the white, but lumbermen make no effort to conceal the fact that there is not an average call even for the latter.

Plain oak is in just as strong position as ever and just as hard to find. Stock is light in both red and white, and everything ready for shipment moves without difficulty. Ash is in good call, with the undertone quite healthy. The demand for cypress runs to all grades, and is quite satisfactory, giving opportunity for disposing of practically everything offered. The demand for gum is showing some further increase and prices on this wood show a hardening tendency, especially for red firsts and seconds and clear saps. Offerings are not as large as generally supposed. The demand for cottonwood holds up well and this wood is working into still stronger statistical position because of the small supply on hand, the large prospective requirements, the limited production and the small amount on sticks. The mills cutting this wood are making very poor progress.

There has been less rain during the past fortnight, but reports from the interior are to the effect that there is not much progress being made in the operation of mills because of the limited supply of timber on hand and the wet condition of the bottoms which restricts logging operations. The car situation is somewhat better and where the mills have quantities of timber ready to be moved they are meeting with greater success in getting it brought in.

Confidence is felt by the trade in the immediate future and it is conceded on all sides that it will be at least six months before stocks of hardwood can be restored to normal, and perhaps considerably longer if the demand continues in its present volume.

### Minneapolis.

The revival of the retail yard trade is an interesting feature here just now, but the factory demand is improving with every indication of giving dealers all they want, considering the depleted condition of stocks. Inquiry for hardwoods was active during the week of the Northwestern Lumbermen's Association convention here, and a good many fair sales are reported. The retailers found yard stock higher. Practically everything on the list has advanced since the first of the year, even basswood, and white oak dimension is \$5 a thousand higher. There was a good trade in flooring, as retailers anticipated a shortage. It came the last of the week, \$2 a thousand, but has not checked demand to any extent.

Southern oak is still moving freely. Car repair shops are taking it in good quantities, and the general factory trade is buying far more freely than usual at this time of year. There is also some demand for gum.

Everybody has birch, and the dry stock has not run low yet. There is no surplus, however, and both upper grades and culls are moving at a rate which indicates they will be cleaned up by the time the winter cut is fit to ship. The local factories are putting in their inquiries, but not buying heavily. There is a better buying activity in Chicago and the East.

Basswood is looking better. The cull stocks are practically out of the market. Since low-grade pine advanced the boxmen have been using basswood, and they kept buying till there was no more to be had. The price advanced and lots were sold as high as \$15 for shipping culls. If there were any more stock it could be sold for \$16 to-day. The light output of the past season was not enough to satisfy the increased demand.

Reports from the Wisconsin woods state that the roads are in very bad shape. In some parts the snow is three feet deep, and owing to the warm weather the soil is soft underneath, and logging proceeds under difficulties. Operators all predict a short crop of logs.

### Louisville.

The weather has been lending a hand on the bull side of the hardwood market in the Louisville territory, and as the tendency of prices was upward anyway, the effect has been strongly felt. Logging operations at some points in the country are practically at a standstill, and they are so seriously handicapped all around that it is curtailing the output of the country mills and making deliveries on orders unusually slow. There is a good demand both for ties and car material, the demand easily exceeding the supply at the present time. In poplar it is a little difficult to tell just where the market is, except that it is higher than it has been. Prices have been moving up a little right along, but of late the upward movement has become more active and there have been some sharp advances in some grades of stock. In short, poplar is in a state which keeps the buyers guessing, because prices quoted a week or two ago are no criterion for the present day and where a buyer fails to accept quotations promptly he stands a mighty good chance of losing out, or having to pay higher prices later. All this shows that it is the man who wants the lumber who will have to do the hustling during the next three months. The mills are not worrying any about the value of lumber and are giving a large share of their attention to the matter of getting out logs, which is a more difficult problem now than selling lumber.

### London.

As is usual at this time of the year, there is very little real business doing, most of the yard-keepers being busy taking stock, nor is much general activity expected till after the general election, when it is confidently expected that business will wake up.

Prices for stocks in docks are being firmly held, and arrivals are light, and in cases where buyers are in want of stocks they are compelled to pay the higher prices asked by shippers.

Oak planks have the best call at the moment and full prices are being obtained both for wagon scantlings and sill planks. Satin walnut has not been shipped too freely and full prices are realized for stocks to arrive.

Speaking of the prospect generally for lumber in the coming year, if shippers encourage the agents who place firm offers before them, and put a stop to the consignment business, the evils of which have been felt just as keenly on this side as on the other, prices will be more satisfactory to all parties concerned.

Churchill & Sim have admitted A. C. Sim and H. G. Sharp as partners, while A. B. Sim becomes a sleeping partner.

From Gilmard, Heywood & Co. W. C. Gilm brand has retired, and business will be carried on under the same title. This firm has closed its Liverpool office.

Of black walnut the report states that the supply of logs throughout the year has been of the most meager description, and the scanty supplies have been on the whole inferior in quality and condition and poor in size. There has been a good demand for lumber of all grades throughout the year, and prices have been well maintained.

In oak there seems to be less demand for quartered, and prices are lower. During the early part of the year there was a scarcity of prime plain oak, and prices sensibly advanced. Since the summer the supply has somewhat improved, but not sufficiently to cause any appreciable reduction in values. The lower grades have been in steady demand at somewhat reduced prices.

In whitewood, so far as can be estimated, the volume of business transacted during the year has been on a parity with that of 1904. It is impossible to arrive at anything like a close figure, as a large portion of the trade has been done by means of overside and "ex-quay" deliveries, of which no public records are kept. Prices during the year have continued firm, and the only fluctuations have been momentary and have occurred now and then when particular grades or sizes were in short supply.

There has been a steady business done in maple flooring, the merits of which are becoming more and more appreciated by all classes of users. Prices have slightly advanced during the year, and it is not unlikely that they will go higher in the near future. Even a moderate rise in price would not make maple an expensive flooring, when the lasting qualities of the wood are taken into account.

In American staves the report says that shippers have sent but limited supplies to the market, apparently finding a better outlook at home. Stocks are small and firmly held.

Foy, Morgan & Co.'s report on mahogany and other hardwoods for the year 1905 states that the mahogany market for the year has been particularly uneventful, the total quantity of mahogany imported into London being a few thousand tons less than in 1904. There is very little change in prices.

### Liverpool.

Alfred Dobell & Co report as follows regarding the Liverpool market: In Canadian woods there have been no arrivals of oak; rock elm stock is light and the demand limited, but prices are firm; birch is in good demand with prices well maintained.

Of woods from the United States the import of round southern oak has been moderate and prices are good. Baltimore waney logs, strictly prime, can be recommended for shipment. The stock of wagon planks is still light and full prices will be paid for consignments. Inquiry for coffin planks is brisk, provided specifications are good; the stock of medium and inferior is excessive.

Walnut logs of prime quality will be received gladly at full prices, but no small and inferior wood is wanted. The same may be said of whitewood logs; planks and boards are still plentiful. Ash and hickory importation has been moderate and good prices may be had. There is a lively demand for staves and values are firm. The auction sales of mahogany during December were well attended. Competition for logs in sound condition and large size was keen, and full values were obtained. Figured wood was in strong request. The same condition prevails this month, with regard to the African variety. Cuban figured logs of large size would realize extreme prices, but for small sizes small prices are paid, and the market is quiet. First arrivals of cedar would show good returns, for the demand for sound, straight logs of medium to large dimensions is strong. Prime, round, straight and thin sapped lignumvite is in request and would realize excellent prices. Inferior wood is not wanted.

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SALES care HARDWOOD RECORD.

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A competent hardwood lumber inspector to travel on the road. State wages wanted. Address "MORGAN," care HARDWOOD RECORD.

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250,000' 1" Common and Better Birch.  
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300,000' 1, 2 & 3 Com. & Bet. Hard Maple.  
THE BRADLEY COMPANY, Hamilton, Ont.

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200 M ft. 2 dry No. 1 Common and Better soft Elm.

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On all kinds. Colonial columns a specialty. Write for prices.

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200 M ft. 8/4 1st and 2nds plain White Oak.  
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225 M ft. 8/4 No. 1 Common White Oak.  
200 M ft. 8/4 No. 1 Common Red Oak.  
250 M ft. 8/4 No. 2 Common White Oak.  
250 M ft. 8/4 No. 2 Common Red Oak.  
200 M ft. 6/4 1st and 2nds No. 1 and No. 2 Common.

Boards 3 in. plump thickness, end trimmed, good grades, and largely 16" to 8" months dry. National Hardwood Association Inspector. AMERICAN LUMBER & MFG. CO., Pittsburg, Pa.

### OAK FOR SALE

1 car 3x4, 4' and 4'2" W. Oak bolsters.  
1 car 3 1/2 x 4 1/2, 4' and 4'2" W. Oak bolsters.  
2 cars 4'4", 1 & 2 Quartered Red Oak.  
1 car 4'4", 1 & 2 Quartered Red Oak.  
EDWARD L. DAVIS & CO., Louisville, Ky.

### WIDE WALNUT.

1 car 2 1/2" wide, 4' and up to 12' and 2 car 2 1/2" wide, 4' and up to 12'.

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2440 N. New Jersey St., Indianapolis, Ind.

### MY OUTPUT OF OAK

My output of oaks for next 12 months is open for contract. Reply, BOX 187, care HARDWOOD RECORD.

### FOR SALE.

Dry Poplar; two cars 4 1/4", 5 1/4" and 6 1/4" strips, largely clear; suitable for planing mill work. 4 to 8 inches wide, mostly 5 1/4 and 6 1/4" thick.

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### WANTED—WAGON AXLES

500 M feet of Maple axles.

300 M feet of Hickory axles.

THE WICKS LUMBER CO.,

Battle Creek, Mich.

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4/4 to 8/4 Chestnut, all grades.

4/4 to 8/4 Poplar, all grades.

4/4 to 8/4 White Oak, all grades, plain or quarter sawn.

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Can take large block soft dry stock for prompt shipment. Will inspect at mill and pay cash; also willing to contract for above to be cut during 1906, paying 60% cash monthly as stock is piled. Only responsible mills will be considered. Address

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Wanted, Walnut lumber, green or dry, all grades, all thicknesses, log run or on grades. Highest market price paid. Liberal inspection.

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Wanted, 1 1/2" plank, 3" and over wide, 4 ft. and over in length, log run.

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### WANTED.

Plain and Qtd. Oak, Ash, Poplar and Hickory of all thicknesses. We especially want some 1 1/4", 2", 3" and 4" Plain Red and White Oak and 1" Qtd. White Oak. Send list of what you have with best cash prices. Would also like to hear from mills wishing to contract stock for future delivery.

THE WESTERN HARDWOOD LUMBER CO.,  
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Correspondence solicited from millmen able to give early shipments on Ash Tongues, Rough Sawed Fellos and Hickory Doubletrees. We are also in the market at all times for Oak Tongues, Bolsters and Reaches.

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200 M feet 28-inch and up White Oak logs.

200 M feet 12-inch and up Walnut logs.

50 M feet 12-inch and up Cherry logs.

C. L. WILLEY,

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We are in the market for plain sawed oak, all grades and thicknesses.

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A number of points on the Cotton Belt offer free title to well located cash farms or timber tracts in practical propositions. Let us have your wants and see what we can do for you.

W. L. BEAUMONT & CO.,  
COTTON BELT, St. Louis, Mo.

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One Band Saw Mill, 25 M feet per day capacity; complete with edger, trimmer, electric light plant and a fine power. Address

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For sale—4,015 acres Oak, Chestnut, Hickory, Poplar, Pine, estimated 15,000,000 ft., 40,000 cords Chestnut wood, 5,000 tons Chestnut Oak bark; in western North Carolina, 1 mile from railroad. \$8 per acre.

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Editor HARDWOOD RECORD.

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All inquiries for industrial railway equipment listed before "Record" readers will find ready response.

HARDWOOD RECORD, Chicago, Ill.

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We have 1,000,000 pieces slack barrel staves for sale, manufactured in first-class manner from Michigan hardwoods

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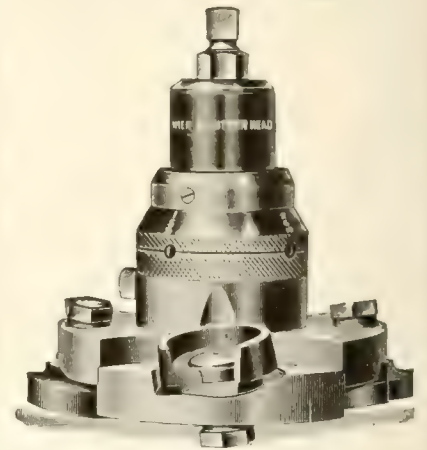
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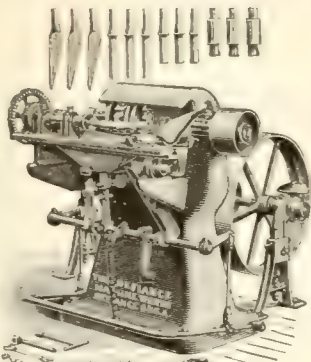
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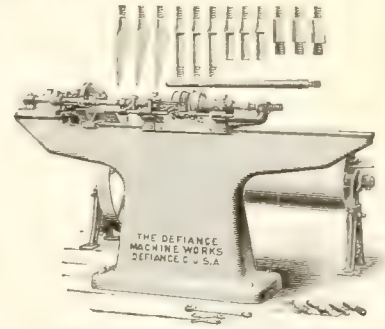
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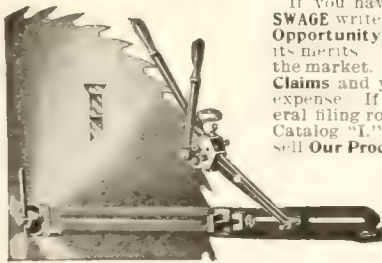


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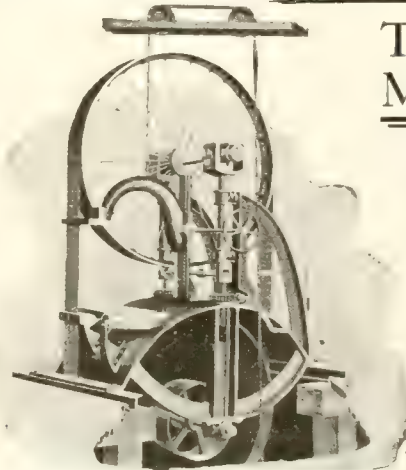


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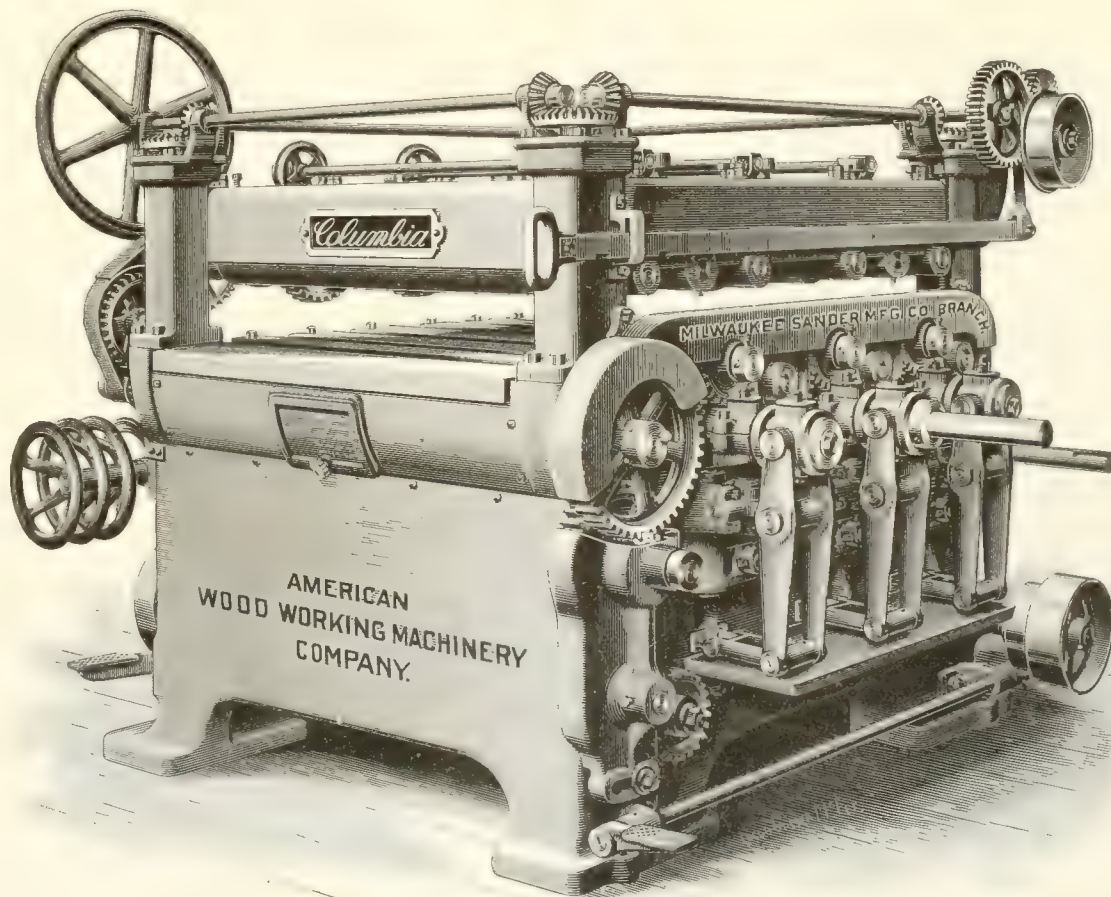
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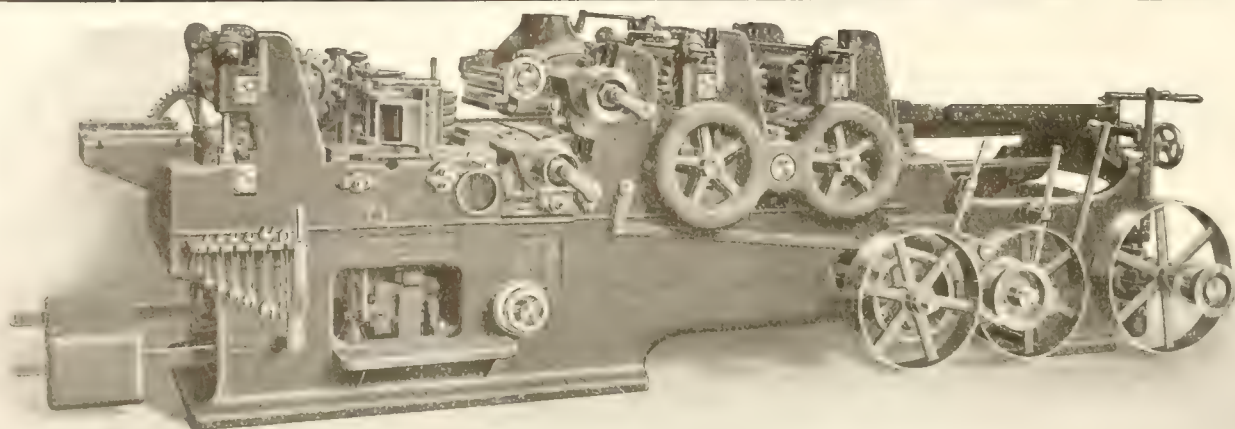
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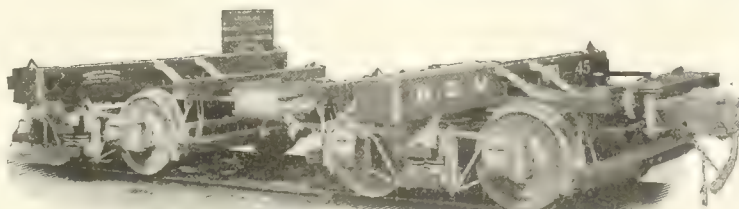
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## Wisconsin Hardwoods

### SPECIAL OFFERINGS:

1' No. 1 COMMON & BETTER BIRCH (Red in)  
1' No. 1 COMMON & BETTER BASSWOOD  
1' No. 1 COMMON & BETTER HARD MAPLE  
ALSO ELM, PINE, CEDAR PRODUCTS,  
AND "SHAKELESS" HEMLOCK.

John R. Davis Lumber Company, Phillips, Wis.

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, - - - WISCONSIN

Saw and Planing Mill at Atlanta, near Bruce, Wis., on Soo Lines.

Manufacturers

## Wisconsin Hardwoods

PINE AND HEMLOCK

WRITE US FOR PRICES ON

1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH.  
1 INCH NO. 1 AND NO. 2 BASSWOOD.

1½ INCH RED BIRCH.  
RED BIRCH FLOORING.

### NORTHERN STOCK

Hemlock  
Birch  
Basswood  
Rock Elm  
Soft Elm  
Ash  
Oak

### SOUTHERN STOCK

Quartered White and Red  
Oak  
Plain White and Red Oak  
Sycamore  
Poplar  
Cypress  
Gum

## PAGE & LANDECK LUMBER CO.

Wells Building - - - MILWAUKEE, WIS.

## Charles S. Wentworth & Co.

WHOLESALE LUMBER MERCHANTS

147 Milk Street  
BOSTON

We are in the Market for POPLAR, PLAIN OAK, CYPRESS and NORTH CAROLINA PINE LUMBER; also OAK, MAPLE and BIRCH FLOORING, and would appreciate correspondence from manufacturers in position to supply any of the stock named.

*Ingram Lumber Co.*  
WAUSAU, WIS.

## BASSWOOD, BIRCH

We will cut four million feet of each annually  
::: Your inquiries and orders solicited :::

Mill and Yards at INGRAM, WISCONSIN

Marshfield VOLLMAR & BELOW Wisconsin

## BASSWOOD, BIRCH

and other Wisconsin Hardwoods

Let us know what you are in the market for

C. P. CROSBY, RHINELANDER, WIS.

### Wholesale Hardwood Lumber

Hard Maple a Specialty in all thicknesses from 1 inch to 4 inch.  
Finest Birch in Wisconsin. Black Ash, Rock Elm.  
Soft Elm, Red and White Oak.

DIFFICULT AND MIXED ORDERS A SPECIALTY

## North Western Lumber Co.

GENERAL OFFICES: EAU CLAIRE, WIS. MILLS AT STANLEY, WIS.

BAND SAWED

## Wisconsin Hardwoods

CAREFUL GRADINGS PROMPT SHIPMENTS

SPECIALTIES:

Inch No. 2 Common Birch

Inch No. 3 Common Birch

## KENTUCKY LUMBER & VENEER CO.

HARDWOOD MANUFACTURERS

Post Office and Band Mill,  
ROBBINS, KY.

Shipping Point and Telegraph Office,  
JACKSON, KY.

SPECIALTIES:

PLAIN WHITE OAK  
YELLOW POPLAR

OAK PLANKING  
RAILROAD TIES

We manufacture all the lumber we sell from original forest timber. Therefore the lengths and widths are good. All logs are manufactured in ten to thirty days after being felled, insuring bright, new stock, free of sap worms and rot.  
WRITE OR WIRE FOR PRICES.

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## Clarence Boyle Lumber Co.

WHOLESALE DEALERS IN

**Hardwoods, Yellow  
Pine and Cypress**

319 West Twenty-Second St., CHICAGO

FRED W. BLACK, President      HORACE W. BLACK, Secretary  
**FRED W. BLACK LUMBER COMPANY**  
MANUFACTURERS OF  
**HARDWOOD LUMBER**  
305 Old Colony Building

## W. O. KING & COMPANY

Wholesale

**Hardwood Lumber**

Loomis St. Bridge

## HAYDEN & LOMBARD

Orders to issue for:

ASH—1 to 4 in. 1s and 2s. SPECIAL 5 s in. log run  
WHITE OAK—5 s to 4 in. 1s and 2s plain  
WHITE OAK—5 s to 2 in. 1s and 2s quarter-sawed.  
RED OAK—3 4 to 2 in. No. 1 common quarter sawed  
RED OAK—3 4 to 2 in. No. 1 common and better plain, SPECIAL ¾  
1s and 2s  
COTTONWOOD—1 in. box common and mill culls.  
GUM—1 in., 1 ¼, 1 ½ No. 1 common and saps, without stain.  
POPLAR—1 to 2 in. No. 1 common; same in saps or selects.  
POPLAR—1 to 4 in. 1s and 2s; SPECIAL 1 in. No. 2 and 3 common.  
POPLAR—Box boards 1 x 13 to 17 in., 12 to 16 ft.  
POPLAR—Sign boards 2 x 14 to 16 in., 14 and 16 ft.

511 RAILWAY EXCHANGE      CHICAGO

## Lesh & Matthews Lumber Co.

1619-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## A. R. VINNEDGE LUMBER CO.

WHOLESALE DEALERS IN  
**HARDWOOD LUMBER**

736 1st Natl. Bank Bldg.      We are buyers of both Northern  
CHICAGO.      and Southern Hardwoods

WE ARE ALWAYS IN THE MARKET FOR



## HARDWOOD LUMBER

PLAIN AND QUARTERED

**O A K**

A SPECIALTY

WE BUY MILL CUTS

**SOUTHERN OAK LUMBER CO.**

707 Chamber of Commerce

CHICAGO

I am in  
the market  
to buy

## Hardwood Lumber

Can handle the cut of one or two good mills  
on a cash basis. Send me your stock list.

**Charles Darling**      ROOM 2001, MERCHANTS'  
LOAN AND TRUST BUILDING

## NATIONAL LUMBER MFG. CO.

1019 Ashland Block

Manufacturers of Southern Hardwoods, Oak,  
Poplar, Hickory, Ash, Cottonwood, Gum, etc.

Band Mills:  
Smithfield, W. Va., Jackson, Ala.

Circular Mills:  
Kentucky, Tennessee

**FRANK M. CREELMAN**      RAILWAY  
EXCHANGE

Wholesale

## Northern and Southern Lumber

Car Lots, Barge Lots, Cargo Lots, or Mill Cuts for future shipments, annual  
contracts, or immediate requirements.

The only trade paper reaching all classes  
of hardwood consumers

**HARDWOOD RECORD**  
355 Dearborn St., Chicago



# CINCINNATI

THE GATEWAY OF THE SOUTH

## BENNETT & WITTE

MANUFACTURERS OF SOUTHERN HARDWOODS

THAT ARE SOLD  
ON NATIONAL HARDWOOD LUMBER ASSOCIATION  
INSPECTION ONLY.

Plain and Quartered . . . White and Red Oak  
Red and Sap Gum

Cottonwood, Ash, Cypress, Poplar, Soft Maple, Tnpelo  
Gum and Chestnut. We cut Gum and Oak in Thick-  
nesses of 1 to 4 inches. EXPORT AND DOMESTIC

224 W. 4th Street, CINCINNATI, OHIO  
Branch: 1301-2 Tenn. Trust, Memphis, Tenn

IN THE MARKET FOR

## OAK—ASH—POPLAR

ALL GRADES AND THICKNESSES

## MOWBRAY & ROBINSON

Office: 1219 West Sixth Street Yards: Sixth Street, below Harriet

## Lumbermen, Attention!

If you own any timber or timber lands.  
If you are contemplating buying or selling any timber or  
timber lands.  
If you want your stumpage accurately estimated.  
If you want an exact survey or map of your property.  
If you want advice in any logging or lumbering proposition.  
Write to us and find out what we can do for you.  
We send thoroughly reliable and practical engineers to all  
parts of the country, and guarantee quick and accurate work.

**C. A. Schenck & Co.** BILTMORE,  
NORTH CAROLINA  
Consulting Forest Engineers

## FRAMES FOR HARDWOOD RECORD SUPPLEMENTS

Complete with backing, but without the glass, made  
from Flemish Oak, are to be had delivered by ex-  
press charges prepaid to any point east of the  
Missouri river at 40 cents each, or at the HARD-  
WOOD RECORD office, at 30 cents each. Prepay orders  
with twenty-cent stamps or postal notes addressed

Hardwood Record, 355 Dearborn Street, Chicago

## "BUY GUM"

We are in the market to buy  
Dry Gum Lumber in any  
quantity from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.



## THE FARRIN-KORN LUMBER COMPANY

General Office, Yards,  
Planting Mills, Dry Kilns,  
Cincinnati, Ohio  
Purchasing Office,  
Randolph Building,  
Memphis, Tenn.  
MENTION THIS PAPER.

## L. W. RADINA & COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

## HARDWOODS

Wanted for cash desirable blocks of 1 inch to 4 inch Poplar, all grades,  
Especially 1½-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE

## WANTED OAK, ASH, CHERRY and other HARDWOODS

PAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE

LELAND G. BANNING, Office: 5th and Main, CINCINNATI

Poplar, Oak,  
Ash, Chestnut,  
Sycamore,

W. Va. Spruce.  
Pine and Elm

## C. Crane & Co.

We would like to buy

2,000,000 feet Dry Oak  
2,000,000 feet Dry Poplar

Mostly heavy stock. Quotations Solicited.

MILLS AND YARDS  
CINCINNATI, O.

YEARLY CAPACITY  
100,000,000 FT.

LONG BILL STUFF  
A SPECIALTY

## PLAIN OAK—BASSWOOD

Are what we want All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

DUHLMEIER BROS., CINCINNATI, O.

## WM. H. & G. S. STEWART

Buy and Sell

OAK, ASH, POPLAR, BASSWOOD, CHEST-  
NUT, WALNUT AND YELLOW PINE.

Can furnish stock cut to special order. We invite correspondence.  
Main Office: - MERCANTILE LIBRARY BUILDING.

## GENERAL LUMBER COMPANY

## HARDWOODS

HEMLOCK, YELLOW PINE.

COLUMBUS

OHIO

BALTIMORE, MARYLAND **E. E. PRICE** BUYER AND  
EXPORTER OF

## HARDWOODS POPLAR and LOGS

I am always in the market for nice lots of dry and well manufactured  
lumber. I inspect at point of shipment. Correspondence solicited.

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

**Ash**

White and Brown

**Basswood**

**Birch**

Red and White

**Butternut**

**Cherry**

**Chestnut**

**Cottonwood**

**Cypress**

**Elm**

Soft and Rock

**Gum**

Red and Tupelo

**Hickory**

**Maple**

Hard and Soft

**Red Oak**

Plain and Quartered

**White Oak**

Plain and Quartered

**Black Walnut**

**White Wood**

Poplar



## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

922 ELK STREET

## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

Specialty: PLAIN AND QUARTERED OAK

940 SENECA STREET

## EMPIRE LUMBER COMPANY

We want to move at once from Arkansas

140,000 feet 4/4 No. 1 Common Quartered White Oak Strips 2 1/2 to 5 1/2" wide

130,000 feet 4/4 No. 2 Common Quartered White Oak, 3" to 12" wide

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Specialty: INDIANA WHITE OAK

940 ELK STREET

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

593 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET

## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET



# YELLOW POPLAR

Manufacturers  
BAND SAWED  
POPLAR LUMBER

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares  
Specialty, Wide Stock.

# LUMBER CO.

COAL GROVE, OHIO, U. S. A.



Specimen of Our Poplar Timber

W. M. Ritter Lumber Co.

MAIN OFFICE: COLUMBUS, OHIO

## YELLOW POPLAR

White Oak, Basswood, Chestnut,  
Ash, White Pine and Hemlock

We Want Your Business

Stock all band sawed, square edged, equalized. Dry Kilns,  
Planing Mills, Dressed Stock, Bevel Siding, Drop Siding



Specimen of our Oak Timber

# Vansant, Kitchen & Co.



NEW ASHLAND MILL

Old-Fashioned

## YELLOW POPLAR

Ashland, Kentucky

5/8 AND WIDE STOCK SPECIALTIES

# Hardwood Record

Eleventh Year.  
Semi-monthly.

CHICAGO, FEBRUARY 10, 1906.

Subscription \$2.  
Single Copies, 10 Cents.

## CHERRY

C. E. LLOYD, JR.  
Manager Sales

## RIVER

GROWS IN  
WEST VIRGINIA

Sold by  
Cherry River Boom &  
Lumber Co.  
Offices: Philadelphia, Pa.

## LUMBER

## BROWNLEE & COMPANY

DETROIT MICHIGAN

## SOFT MAPLE

ONE-INCH AND TWO-INCH, LOG RUN AND CULLS

## LIBERAL!

PENNSYLVANIA LUMBERMEN'S MUTUAL  
FIRE INSURANCE COMPANY

## PROMPT!

923 DREXEL BUILDING  
PHILADELPHIA, PA.

## CERTAIN!

# RUMBARGER LUMBER COMPANY

MANUFACTURERS OF AND DEALERS IN

Ash, Basswood, Black Walnut, Butternut, Beech, Birch, Cherry, Chestnut,  
Cottonwood, Cypress, Gum, Hickory, Maple, Poplar, Quartered Poplar,  
Poplar Squares, Red Cedar, Plain Red Oak, Quartered Red Oak,  
Plain White Oak, Quartered White Oak, White Oak Bill Stuff.

802 Harrison Building, PHILADELPHIA, PA.

1 Madison Avenue, NEW YORK

## TOLEDO FIRE AND MARINE INSURANCE COMPANY

CAPITAL, \$100,000. Lumber and wood working risks only insured. Ask for list of paid losses,  
including names of a hundred prominent lumber concerns in all parts of the country.

SANDUSKY

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OHIO



# Upham & Agler

Bedford Building  
CHICAGO

Wholesale Northern and Southern  
**Hardwoods**

Quick Service  
Perfect Milling  
Right Prices

DISTRIBUTING YARD: CAIRO, ILLINOIS



Quality Does Win  
It never fails to make good

If you are buying lumber you want a **STRAIGHT** grade. You cannot afford to take a chance with manipulated stock. We will appreciate inquiries for **POPLAR** and **HARDWOOD LUMBER** and **MAPLE** and **OAK FLOORING**.

## DIXON & DEWEY

THE HARDWOOD PEOPLE

716 and 716 A, Flatiron Building,

NEW YORK

## DRY LUMBER At Our

**QUARTERED WHITE OAK.**  
75,000 ft. 4/4 firsts & seconds.  
18,000 ft. 5/4 firsts & seconds.  
15,000 ft. 6/4 firsts & seconds.  
19,000 ft. 8/4 firsts & seconds.  
**30,000 ft. 2 1/2 and 3 in. firsts and seconds.**  
150,000 ft. 4/4 No. 1 common.  
80,000 ft. 5/4 No. 1 common.  
40,000 ft. 6/4 No. 1 common.  
22,000 ft. 8/4 No. 1 common.  
**20,000 ft. 2 1/2 and 3 in. No. 1 common.**  
12,000 ft. 4/4 cull.  
**QUARTERED RED OAK.**  
14,000 ft. 4/4 firsts & seconds.  
18,000 ft. 5/4 firsts & seconds.

8,000 ft. 6/4 firsts & seconds.  
5,000 ft. 8/4 firsts & seconds.  
38,000 ft. 4/4 No. 1 common.  
12,000 ft. 5/4 No. 1 common.  
7,000 ft. 6/4 No. 1 common.  
8,000 ft. 8/4 No. 1 common.  
**PLAIN WHITE OAK.**  
80,000 ft. 4/4 firsts & seconds.  
7,500 ft. 5/4 firsts & seconds.  
9,000 ft. 6/4 firsts & seconds.  
22,000 ft. 8/4 firsts & seconds.  
8,000 ft. 10/4 firsts & seconds.  
16,000 ft. 12/4 firsts & seconds.  
127,000 ft. 4/4 No. 1 common.  
20,000 ft. 5/4 No. 1 common.  
30,000 ft. 6/4 No. 1 common.  
50,000 ft. 8/4 No. 1 common.  
8,500 ft. 10/4 No. 1 common.  
12,000 ft. 12/4 No. 1 common.

ALL THICKNESSES IN CULL POPLAR, ASH, CHESTNUT.

Your Inquiries Would Be  
Appreciated.

### W. P. BROWN & SONS LUMBER CO.

**WHOLESALE HARDWOODS**  
LOUISVILLE, KY.

## Louisville Yards Prompt Delivery

**CHERRY.**  
1 car Log Run.

**PLAIN RED OAK.**  
47,000 ft. 4/4 firsts & seconds.  
5,000 ft. 5/4 firsts & seconds.  
9,000 ft. 6/4 firsts & seconds.  
17,000 ft. 8/4 firsts & seconds.  
31,000 ft. 4/4 No. 1 common.  
24,000 ft. 5/4 No. 1 common.  
14,000 ft. 6/4 No. 1 common.  
29,000 ft. 8/4 No. 1 common.

**ASH.**  
1 car 4/4 firsts & seconds.  
3,000 ft. 5/4 firsts & seconds.  
15,000 ft. 6/4 firsts & seconds.  
20,000 ft. 8/4 firsts & seconds.  
7,000 ft. 10/4 firsts & seconds.  
7,000 ft. 12/4 firsts & seconds.

4,000 ft. 16/4 firsts & seconds.  
50,000 ft. 4/4 common.  
2,000 ft. 5/4 common.  
20,000 ft. 6/4 common.  
15,000 ft. 8/4 common.

**POPLAR.**  
60,000 ft. 4/4 firsts & seconds.  
42,000 ft. 5/4 firsts & seconds.  
17,000 ft. 6/4 firsts & seconds.  
58,000 ft. 8/4 firsts & seconds.  
3,000 ft. 10/4 firsts & seconds.  
17,000 ft. 12/4 firsts & seconds.  
6,000 ft. 16/4 firsts & seconds.  
90,000 ft. 4/4 No. 1 common.  
26,000 ft. 5/4 No. 1 common.  
18,000 ft. 6/4 No. 1 common.  
31,000 ft. 8/4 No. 1 common.  
12,000 ft. 10/4 No. 1 common.  
8,000 ft. 12/4 No. 1 common.

## Jones Hardwood Co.

(INCORPORATED)

**WANTS**

### 50 Cars Brown Ash

Largely 18 and 28 for 1906 shipment

147 MILK STREET, BOSTON, MASS.

## Briggs & Cooper Company, Ltd.

MANUFACTURERS

### NORTHERN SOUTHERN HARDWOODS

WRITE US FOR PRICES ON

4 4 to 12 4 No. 1 common and better Michigan Soft Grey Elm. 1,000,000 feet  
4 4 to 12 4 Winter Sawn Michigan Basswood 325,000 feet  
4 4 to 24 4 Michigan Hard Maple, seasoned or sawed to order 3,000,000 feet  
4 4 to 8 4 selected End Dried White Maple 150,000 feet  
4 4 to 16 4 Brown and White Ash 250,000 feet  
4 4 some thicker, Plain Red and White Oak 200,000 feet  
4 4 some thicker, Quartered Red and White Oak 280,000 feet

YARDS AT

SAGINAW, CHICAGO AND MEMPHIS



# CADILLAC



CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Maple Flooring and Southern Michigan Hardwoods

### —MAPLE FLOORING—

The very best, Standard Widths and Grades.

### —HARDWOODS—

- 4 4 Basswood in Clear, Nos. 1 and 2 Common.
- 4 4 Gray Elm in Clear, Nos. 1, 2 and 3 Common.
- 6 4 and 8 4 Gray Elm in 1st and 2nd Clear.
- 4 4, 5 4, 8 4, 10 4, 12 4, 16 4 Maple in 1st and 2nd Clear.
- 4 4, 5 4, 8 4 Selected End Dried Clear White Maple.
- 5 4 and 8 4 No. 2 Common and Better Beech.
- 4 4 No. 3 Common Maple and Beech for crating, sheathing, etc.
- 4 4 Cull Hardwood.

If you are in the market for any of the above it  
: : will be to your advantage to write us. : :

## Mitchell Brothers Company

## Cummer, Diggins & Co.

—MANUFACTURERS—

“CUMMER” MAPLE  
AND BEECH FLOORING

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5 4, 6 4, 8 4, 10 4, 12 4, 14 4, 16 4  
GRAY ELM—4 4, 12 4  
BASSWOOD—4 4  
BIRCH—5 4, 6 4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## Michigan Hardwoods

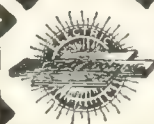
BASSWOOD  
SOFT GRAY ELM  
BIRCH  
HARD MAPLE

BE FRIENDLY :: WRITE US

## The Cadillac Handle Co.

. . Band Sawn . .  
Michigan Hardwoods

- 60 M 4 4 Basswood No. 2 common and better.
- 33 M 8 4 Soft Elm No. 2 common and better. Will run 75-80% 1st and 2nd.
- 5 M 4 4 Birds Eye Maple. Will run 80% 1st and 2nd.
- 30 M 4 4 Birch No. 2 common and better.
- 12 M 4 4 Oak No. 3 common and better.



**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**





# MEMPHIS

THE HUB OF THE HARDWOOD WORLD

F. W. GILCHRIST, President  
W. A. GILCHRIST, Vice President  
W. E. SMITH, Sec'y and Treasurer

## W. E. SMITH LUMBER CO.

Manufacturers of  
**HARDWOOD LUMBER**

Mills, Tennessee, Arkansas, Mississippi  
Distributing Yards, Cairo, Illinois  
General Office      Tennessee Trust Bldg.

MISSISSIPPI VALLEY COTTONWOOD

F. W. GILCHRIST, Pres.      W. A. GILCHRIST, Vice-Pres.  
W. E. SMITH, Sec'y and Treas.

## Three States Lumber Co.

MANUFACTURERS OF

Mills:  
Missouri  
Arkansas  
Tennessee

**Hardwood Lumber  
Cottonwood and Gum**

Office  
Tennessee  
Trust  
Building

GET OUR PRICES, TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

**COTTONWOOD—GUM**

## We Please Particular People

OUR SPECIALTY IS  
Quartered Oak, Both White and Red  
WE ALSO HANDLE  
Plain White and Red Oak, Ash and Gum  
SPECIAL ITEMS  
1 Car 1x10 in. and Wider Choice Quartered  
White Oak  
1 Car 1x10 in. and Wider Choice Quartered  
Red Oak

**THOMPSON & McCLURE**

## BACON-NOLAN HARDWOOD CO.

Manufacturers of

**Band Sawn Oak, Ash  
Gum, Cypress, Etc.**

Office,  
Memphis, Tenn.

Mills,  
Chancy, Miss.

Address all correspondence to Memphis office.

**WE** have in all thicknesses the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

### MEMPHIS YARD

Ash 680,000 feet  
Quartered White Oak 7,000 feet  
Plain White Oak 140,000 feet  
Quartered Red Oak 225,000 feet  
Plain Red Oak 410,000 feet  
Cypress 225,000 feet  
Cottonwood 200,000 feet  
Poplar 308,000 feet

### SELMA YARD

Poplar 409,000 feet  
Bay Poplar 857,000 feet  
Red Gum 55,000 feet  
Cypress 787,000 feet

### BERCLAIR YARD

Bay Poplar 100,000 feet  
Cypress 800,000 feet

### OTHER YARDS

Plain Red Oak 350,000 feet

**J. W. THOMPSON LUMBER COMPANY**

Office and Yards: Randolph Road and I. C. R. R. : : MEMPHIS, TENN

## BLANTON-THURMAN CO.

MEMPHIS

TENNESSEE

**"The Yellow  
Cypress People"**

The kind that cuts up best, works easily and finishes elaborately.

## GOOD LAND CYPRESS COMPANY

NEW ORLEANS, LOUISIANA.

MANUFACTURERS OF

**CYPRESS LUMBER**

## Charles S. Wentworth & Co.

WHOLESALE LUMBER MERCHANTS

147 Milk Street  
**BOSTON**

We are in the Market for POPLAR, PLAIN OAK, CYPRESS and NORTH CAROLINA PINE LUMBER; also OAK, MAPLE and BIRCH FLOORING, and would appreciate correspondence from manufacturers in position to supply any of the stock named.

## COTTONWOOD, GUM

AND OTHER HARDWOODS

We are manufacturers and carry on hand large stocks of well seasoned lumber at our yards and mills : : :

## PAEPCKE-LEICHT LUMBER CO.

General Offices:

Tribune Building, CHICAGO

Cairo, Ill.  
Arkansas City, Ark.

MILLS  
Marked Tree, Ark.  
Blytheville, Ark.

Greenville, Miss.

# W. H. Dawkins Lumber Co.

Manufacturers of Band Sawed

## Yellow Poplar

ASHLAND, KY.

Our Specialty for Twenty-five Years

### RED GUM

25,000,000 feet per year.

Perfect Manufacture. Special Treatment.

Air and Kiln-dried.

Rough, Dressed, Resawed and Worked.

**HIMMELBERGER-HARRISON LUMBER CO.**  
MOREHOUSE, MISSOURI

### Ornamental Hardwood Floors

400 STYLES AND PATTERNS

Illustrated Catalog on Application

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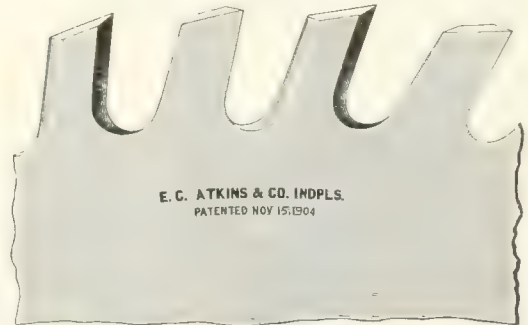
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1 1/2 " 400,000 "  
2 " 1,000,000 "  
2 1/2 " 200,000 "  
2 1/2 " 500,000 "  
3 " 500,000 "  
4 " 400,000 "

## BEECH

1 in. 500,000 ft.  
1 1/2 " 250,000 "  
1 1/2 " 400,000 "  
2 " 100,000 "  
2 1/2 " 200,000 "

## BIRCH

1 in. 500,000 ft.  
1 1/2 " 100,000 "  
2 " 100,000 "  
2 1/2 " 50,000 "  
3 " 75,000 "

## ROCK ELM

2 in. 25,000 ft.  
2 1/4 " 50,000 "

## WHITE MAPLE

End Piled  
1 in. 100,000 ft.  
1 1/2 " 20,000 "  
2 " 50,000 "

## BASSWOOD

1 in. 300,000 ft.  
1 1/2 " 30,000 "  
1 1/2 " 50,000 "  
2 " 75,000 "  
3 " 4,000 "

## GRAY ELM

1 in. 300,000 ft.  
1 1/2 " 200,000 "

## ASH

1 in. 500,000 ft.

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# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring,  
Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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## COMING ASSOCIATION MEETINGS.

### Veneer and Panel Manufacturers.

A special meeting of the National Veneer and Panel Manufacturers' Association will be held at the Auditorium Hotel, Chicago, Wednesday, February 14.

### Hardwood Dimension Association.

A meeting of the Hardwood Dimension Association and all others interested in the production of hardwood dimension will be held at the Grand Hotel, Cincinnati, Wednesday and Thursday, February 21 and 22. The first session will commence at 10 a.m. on Wednesday. This will be a meeting of vast moment to everyone interested in hardwood dimension production, and representatives of a majority of houses interested in this branch of the hardwood industry will be present and participate.

### National Wholesale Lumber Dealers.

The fourteenth annual meeting of the National Wholesale Lumber Dealers' Association will take place at Willard's Hotel, Washington, D. C., on Wednesday and Thursday, March 7 and 8.

### National Hardwood Association.

The ninth annual convention of the National Hardwood Lumber Association will be held at the Gayoso Hotel, Memphis, on Thursday and Friday, May 3 and 4.

## General Market Conditions.

The volume of business and prices obtained for hardwoods still remain in a remarkably satisfactory condition. In several woods the demand is in excess of the supply. At the producing end there are no indications of getting out stock in quantities that will mean a surplus in any item for the year 1906. Thus far, weather conditions prevailing both north and south have not contributed to a large input of logs. Again, a good many operators are practicing conservatism in this respect, partially on account of high labor cost and partially with the idea of conserving their timber supply.

In northern woods it has been found that the good end of basswood is remarkably short and that the reflected higher values of poplar and cottonwood, which are strongly competitive woods, have contributed to strengthening values materially. The good end of birch is also short and prices are advancing. The inroads that the flooring makers have made on inch maple are also resulting in a particularly stiff price being asked for this wood. Gray elm is doing decidedly better, and even thick maple, which was in a decided surplus, is meeting with a fair demand.

Oak is still the leader in the hardwood producing sections of the Middle South, and plain-sawed in both white and red is finding eager buyers every time it is offered. The future of quarter-sawed oak is somewhat conjectural, owing to the tremendous inroads that quarter-sawed veneers and panel stock are making in the furniture, interior finish and door trade. The call is limited on quarter-sawed stock, except of extreme widths and extra high quality, and while prices are fairly well maintained the volume of business is comparatively light. Red gum, poplar and cottonwood are all doing well, and there is a manifest scarcity of the better grades.

The minor southern hardwoods are closely picked up, and the shortage in hickory amounts to a dearth. Chestnut of all varieties is scarce and ranging high.

Notwithstanding the advanced values, not only in hardwood lumber but in the soft woods, steel and all other building materials, plans for many new large structures and permits for their erection are going forward in nearly all the commercial centers, and it would seem that, for at least the first six months of the year, there would be a very heavy demand for every variety of hardwood. The high price of oak seems to have again diverted the attention of architects to mahogany, black walnut and cherry, which have been neglected except for special uses for some years. The trade in all three of these woods is manifestly better, with increased values. The foreign demand, notably for walnut, has shown a considerable spurt during the last few weeks and the wood is in request both in Great Britain and on the Continent.

The furniture buying season has closed with large sales and the demand for hardwoods from this source will be in increased volume.

The veneer people are all enjoying an excellent demand, and calls are particularly strong for made-up panels.

## The Incursion of Veneers.

Unquestionably the increase of appreciation in which veneers are held is militating materially against the consumption of several of the high-class American hardwoods. This is notably true of quarter sawed oak and birch. It is surprising to see the way the furniture trade as well as the door makers are taking up the idea of three or



five ply veneered panels. In some sections, notably in the East, this change in consumptive demand has nearly killed the quarter-sawn oak business. One large furniture manufacturer advises that he has not used quartered oak lumber for the last two years, as he employs veneered stock for all his panels, economizing by so doing, and that he seriously contemplates making a substitute for plain-sawn oak. From the fact that furniture men can get large pieces of stock in better shape with an invariably fine figure and without waste they are gradually drifting into veneered work in place of solid wood. The same observation is true in the door making business and in the panel work of interior finish in modern structures. It is certain that the lumber manufacturer must needs reckon with the veneer and panel man in the future of his trade.

### **The Forthcoming Dimension Meeting.**

Apparently there has never been a proposed meeting in the interests of any branch of the hardwood industry that attracted as much attention as the forthcoming conference of the Hardwood Dimension Association and all others interested in the production of this line of material, to be held at Cincinnati, Wednesday and Thursday, Feb. 21 and 22. The sessions will be held in the club room of the Grand Hotel and the first call to order will be at 10 a. m. Wednesday. It is desirable that everyone interested be prompt in attendance. The work mapped out for performance at this meeting means very substantial benefit to the hardwood dimension trade in all lines, and it is hoped that every party in interest will not fail to be present and participate in the deliberations.

### **Alleged Lumber Trust.**

During the past two weeks a joint committee of the legislative bodies of the state of Mississippi has been holding sessions behind closed doors, carrying on an investigation of the alleged lumber trust of that state. No intimation has yet been given by the members of the committee as to the character of the testimony given or the nature of the proceedings, but it has leaked out that even the investigators have discovered that they are attempting to investigate something that is non-existent. An effort has been made to demonstrate that the various lumber associations constitute a trust, but the attention of the committee has been called to the fact that there are 960 saw and planing mills in Mississippi, of which 808 turn out yellow pine and 152 confine themselves exclusively to the manufacture of hardwoods. Of this number only thirty-seven have a membership in the Southern Lumber Manufacturers' Association, and but six are members of the Hardwood Manufacturers' Association of the United States. As these two are the only lumber associations having Mississippi members that even promulgate a price list, which lists are not obligatory on the members, the ridiculousness of the investigation becomes apparent. It goes without saying that when the legislature of Mississippi gets through its "lumber trust" investigation it will find that the prices asked and received for lumber in that state depend entirely on the law of supply and demand and that they are in no wise affected by trust or graft influences.

### **To the Small Sawmill Man and Others.**

A recent letter of appreciation from a small sawmill man contains many words of compliment for the *HARDWOOD RECORD*, but deprecates the fact that the paper contains too little literature devoted especially to the interests of this class of the publication's clientele. The editor is glad to receive communications like the one in question, and would state that if the small hardwood mill man in question or any of his fellows in the trade will suggest any topic pertaining to his business he would like to have thoroughly elucidated, the requests will be given attention and all the space necessary for a thorough discussion of the problems coming before them in the regular conduct of their business will be cheerfully given.

In the interest of the above class of subscribers to the *HARDWOOD RECORD* the editor has engaged the services of a competent authority on every detail of lumber production through the medium of the small sawmill, and these queries will be referred to this expert for a comprehensive reply, which service will be rendered direct or through the mail bag department of the *Record*.

In this connection the editor will be pleased to receive queries on any and every detail of the hardwood trade or allied industries and will promise to supply the best information on the various subjects from reliable and authoritative sources. The editor wants every subscriber to consider that he has a proprietary interest in this publication, and whenever he can be of service to him in his business he wants to do so. These queries will be handled not from the basis of what the editor of the *RECORD* presumes to know about the hardwood lumber business, but will be covered by the best authorities on each subject with whom he is in touch.

The *HARDWOOD RECORD* wants to be useful to you, and it will be your fault if you don't make it so.

### **Lightness Combined with Strength.**

The wonderful success and popularity of American farm implements abroad is attributable to the fact that manufacturers have solved the problem of producing machinery which shall combine minimum weight with maximum strength and durability.

Several important factors have entered into the achievement of this success. The great demand for farm implements in this country has given makers of such tools a broad field for experiment. They believe thoroughly in employing only the very best material obtainable, and are not satisfied with so-called "substitutes," but insist upon using only what experience has taught them to be most satisfactory. Rare judgment is exercised in selecting wood which wears like iron from the great variety of hardwoods available in America. Only the finest quality of steel enters into the construction of the machinery. Manufacturers have learned the application of scientific principles, which enable them to place strength where it is most required, and not to burden the entire implement with unnecessary weight and clumsy parts.

The contrast between tools of American make and those produced in other countries before the success of our machines forced foreign manufacturers to adopt modern standards is indeed amazing. For years popular prejudice favored strength as represented in weight, thickness of parts and size. Today "Yankee ingenuity" has turned the tide completely, and foreign buyers freely admit that machines made in this country are much easier to handle, more durable, cheaper to ship, and can be run at higher speed, therefore having increased capacity.

Ever since American exporters began to place their goods upon the markets of Europe, South Africa and Australia, the hue and cry against their apparent flimsy construction has been raised by obstinate believers in time-honored methods, no matter how crude or unsatisfactory. The mower received but a cool reception abroad when it was seen that its entire weight was little more than half that of those then in use. Although the farmers saw its advantages demonstrated, they were skeptical and slow about paying out money for "new-fangled" apparatus. However, when it had been proved that two horses could cover almost twice the ground with it that they could with old-style machines, and with less effort, they began gradually to take it up. In countries where draught animals were scarce, South Africa for instance, this point had greatest weight in inducing its adoption. Once it was discovered, after three or four years' hard usage, that the American mower was more durable than any other, in addition to being a great labor-saver, the demand for it increased to enormous proportions.

With the success of the mowing machine, the reaper, thresher, harrow, rake and plow took immediate strides forward in public estimation. Although for a long time agents and dealers stood out persistently in favor of home machines, the farmers, once won over, would not be denied.

### **Value of Association Work.**

The value of lumber association work has been so thoroughly demonstrated during the past few years that the forthcoming meetings of the veneer and panel manufacturers, the dimension stock makers, the wholesalers and the National Hardwood Lumber Association should all have a larger attendance than was ever before known in association history.



## Pert, Pertinent and Impertinent.

### The Sleeper.

Of the man who walks in his sleep  
Will his friends in sympathy talk;  
But one whose affliction is worse  
Is the man who sleeps in his walk.

### The Hustler.

Don't wait until the iron's hot,  
But make it hot by muscle;  
Don't wait for wealth your father's got,  
Take off your coat and hustle.

### An Ancient Adage.

Who liveth by the rugged pine  
Foundeth an heroic line;  
Who liveth in the palace hall  
Waneth fast and spendeth all.

### Not a Sure Thing!

It is not always safe to gamble that the man who howls loudest about thieving politicians never tried to beat a street car conductor out of a nickel.

### Do You?

Every wise man takes his turn at playing the fool.

### Doesn't It?

It takes a married man with genius to invent a new excuse to work off on his wife.

### The Trouble.

Most of the troubles that come to a man are due to his inability to keep enough of his thoughts to himself.

### Some Folks.

After some men are swindled they say nothing, but proceed to get even.

### The Imitator.

Everybody despises the imitator.

### Where Success Fails.

A steady diet of success never develops any real strength in a man.

### True Wit.

True wit is always incidental—and usually accidental.

### Find It.

You have a place in the world; find it.

### Needed No Teacher.

It has been the scandal of Eve's life that she induced him to eat, but he took to drink of his own accord.

### Knows Then.

The editor of a lumber newspaper is never sure that his publication is read until he has the misfortune to misspell someone's name.

### When to Speak the Truth.

Speak the truth at all times save when it is policy to say nothing.

### Wouldn't You?

There's lots of things I wouldn't like to be, but I'd rather be any one of them than a man whose children stop playing when he comes into the house.

### What Counts.

The lift into the saddle is a mere detail; it is the ability to stay there that counts.

### It Often Happens.

It often happens that a man's enemies do him less harm than well intentioned friends.

### Opportunity.

Opportunity only knocks at your door; she doesn't sit on the front porch and ask the neighbors when you will be home.

### Lots of Them.

There are some self-made men who have relieved their ancestors of great responsibility.

### Good Resolutions.

Good resolutions have a fatality attached to them; they are always made too soon.

### Often.

Lots of men are called far-sighted when really they are only good guessers.

### Mistakes.

Don't worry over a mistake—just remember not to make the same one twice.

### Never Mind.

Never mind what a man has been, so long as he isn't too much of a has-been.

### A Good Neighbor.

A man never has as good a neighbor as he thinks his neighbor has.

### Like Does Not Cure Like.

A man does about as many foolish things to regain his health as he did to lose it.

### Lacks Time.

Sometimes one spends so much time explaining a mistake that he hasn't the time to correct it.

### Don't Kick.

Don't worry if your photographs fail to do you justice; be content if they show you mercy.

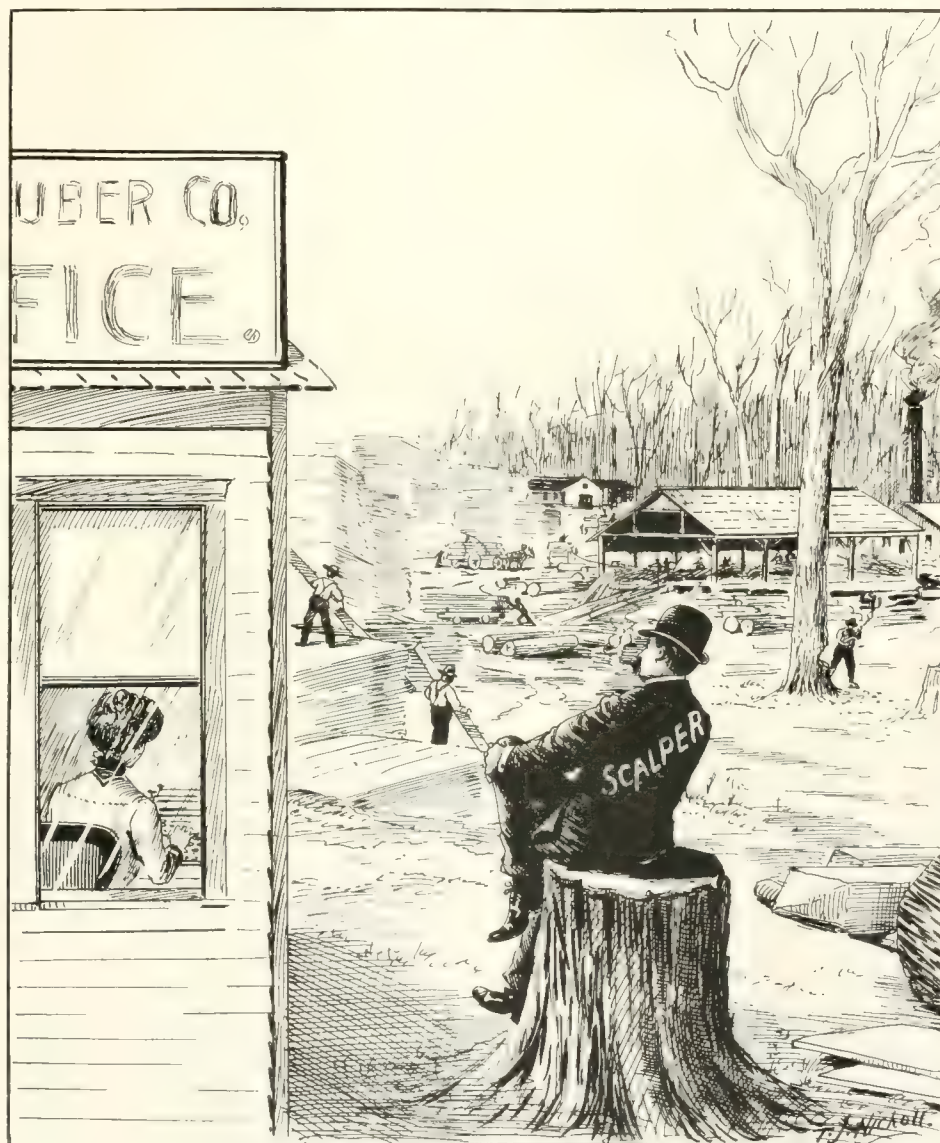
### Good Chums.

Folly and failure are always good chums.

### Integrity of Purpose.

The backbone of success is sincerity.

## The Hardwood Family



"Everybody works but father."



# AMERICAN FOREST TREES.

TWENTY-SEVENTH PAPER.

## Hemlock.

*Tsuga Canadensis* (Mill.) C. Carr.

The range of growth of hemlock is from southern New Brunswick and Nova Scotia and the valley of the St. Lawrence to the shores of Lake Temiscaming; south and west to the western part of Wisconsin; through the northern states to Delaware; along the Allegheny mountains to parts of Alabama and Georgia.

It is known as hemlock in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Virginia, North Carolina, South Carolina, Kentucky, Wisconsin, Michigan, Minnesota, Ohio, Ontario. In Vermont, Rhode Island, New York, Pennsylvania, New Jersey, West Virginia, North Carolina, South Carolina and England, it is called hemlock spruce; spruce tree in Pennsylvania and West Virginia; spruce pine in Pennsylvania, Delaware, Virginia, North Carolina, Georgia; to the New York Indians it was known as oh-neh-tah, which being interpreted means "greens on the stick."

The tree ranges from sixty to one hundred feet in height. The trunk is straight and symmetrical, usually two to three feet in diameter, but sometimes much larger. It thrives best on dry, rocky ridges, generally facing north. Under these conditions it often forms dense forests, in which no other species will be found. Less frequently, hemlock is found on the borders of swamps in rich, deep soil. The tree reaches its greatest development in the high mountainous country of North Carolina and eastern Tennessee. When the hemlock grows in the open, where it receives a clear sweep of sunlight, no more graceful and ornamental evergreen can be found. With its delicate lustrous needles and drooping boughs, it has an appearance of feathery lightness. Lounsberry says: "When on some open, rocky ridge this tree is seen growing by itself, it is often clothed to the ground with its graceful and drooping branches. Their spray is filmy and plume-like, and as first the intense lustre of their dark green needles is heightened and then their silvery undersides dart upward, it appears as though a light, fleecy cloud were gamboling through its boughs. When the spring-time comes the tree is touched with a lively yellow-green and is then, as also when it is young, one of the most charming sights of nature. In October, in the forest's shade it becomes

dark, almost black, and stretches itself solemnly to its utmost height."

Hemlock bark is reddish-grey; it is scaly and becomes rougher and deeply furrowed as the tree grows old. It is rich in tannin, yielding an extract which is a powerful astringent, extensively used for medicinal purposes. The bark is the principal material used in the

color they are a lustrous, dark green, with a delicate whitish tint beneath. In the spring the new leaves are a lighter, somewhat yellowish green. "There is no phase of tree life more beautiful than that presented by the hemlock clothed in its spring-time garb; the tips of the dark-green sprays are painted in yellow-green, with a fairylike daintiness, the effect of which could only be conveyed to the mind by a careful study in color."

The cones are very small, about a half inch in length, growing singly from the lower side of the branchlet. Their scales are rounded and thin, light brown in color. The seeds are winged and even when ripe the cones do not spread apart perceptibly.

The wood is coarse, sometimes cross-grained, brittle, perishable, hard to work and disposed to warp and split. It is subject to "wind shake." The heartwood is reddish brown, with somewhat darker sapwood. The bands of summer cells are broad and conspicuous; the thin, medullary rays are very numerous. It weighs twenty-six pounds to the cubic foot.

Hemlock is largely manufactured into coarse lumber and used for outside work—railway ties, joists, rafters, sheathing, plank walks, laths, etc. It is rarely used for inside finishing, owing to its brittle and splintery character. Clean boards made into panels or similar work and finished in the natural color, often present a very handsome appearance, owing to the peculiar pinkish tint of the wood, ripening and improving with age.

With the growing scarcity of white and Norway pine, hemlock has become the natural substitute for these woods for many purposes. It has never been conceded that hemlock possesses the intrinsic merit of either of the northern pines for structural purposes, but it has proven a suitable substitute for a variety of uses, notably for framing and sheathing of medium priced structures. The chief hemlock producing section of the country is Pennsylvania, where the conversion

of this wood into lumber has been the foremost industry following the depletion of the white pine forests. Second in volume of production is the state of Michigan, and third, Wisconsin, in which states hemlock often grows in comprehensive forests. There is also a vast quantity of hemlock growth in Pennsylvania, Michigan and Wisconsin that is interspersed with white pine and hardwoods,



TYPICAL HEMLOCK GROWTH, MOUNTAIN REGION,  
EASTERN TENNESSEE

northern states for tanning leather, and in the White mountains and in parts of Michigan and Wisconsin many trees have been destroyed solely for this purpose, causing great waste of timber.

The leaves of hemlock are simple and grow flat, on small petioles, opposite each other on the branchlets; they are about half an inch long and very narrow; blunt at the apex. In







JESSE W. THOMPSON  
MEMPHIS

in which hemlock is considerably in preponderance.

The last fifteen years has been the era of hemlock production and consumption in the United States, and the output has gradually increased from an insignificant amount to a vast quantity. Like the woods for which it



FOLIAGE AND CONE OF HEMLOCK.

is substituted, hemlock areas are becoming very limited, and it will not be many years before it is as scarce as white and Norway

pine. It is thought that within five years all the large hemlock manufacturers in Pennsylvania will be forced to cease operations for want of stumpage, and the industry of Michigan and Wisconsin will soon follow. There is a considerable scattering range of growth throughout the entire lower Appalachian range. West Virginia produces in the aggregate a good deal of hemlock, and lately the product of eastern Tennessee and North Carolina is coming into the market in considerable quantities.

The highest development of hemlock growth occurs in the mountain region of east Tennessee and west North Carolina, but the best type of the wood exists in Pennsylvania, where it is comparatively free from shake and other defects which render it unmerchantable. Next in intrinsic merit is the Michigan product; the Wisconsin output is generally pretty defective from shake. However, the demand for hemlock lumber has grown so rapidly that even the very coarsest of it is now sold at a profit above stumpage and milling cost.

The illustration of a hemlock tree presented with this article is from a photograph taken in the Blue Ridge of eastern Tennessee, and was made by the editor of the *HARDWOOD RECORD* on a timber property belonging to Wm. E. Uptegrove & Brother of New York City.

## Builders of Lumber History.

NUMBER XXI.

Jesse W. Thompson.

(See Portrait Supplement.)

It has been said if one wished to be a gentleman he must exercise great care in the selection of his grandfather. Nowadays if one would become famous in the literary or lumber line, he must arrange to be born in Indiana. George Ade, James Whitcomb Riley, Booth Tarkington, Lew Wallace, Senator Beveridge and others have sung the praises of the Hoosier state as the center of the literary cult, but little has been said of it as the native heath of the successful hardwood lumberman.

To the statistician it looks as through all the intellect and originality that Indiana produces either elect to write books or to engage in the hardwood lumber business. Nearly all the men engaged in the trade in Memphis are Indianians by birth, as is Jesse Wilmer Thompson, who was born March 13, 1861, at Leesburg. Mr. Thompson's father was an Ohio farmer, and his mother a Virginian; realizing how necessary it was that their son should be born in Indiana, if he was to be a successful hardwood lumberman, they moved to that state. Mr. Thompson received his education at Leesburg and was graduated from the high school at that place. He first engaged in the grain business in the town of his birth, and it was not until he was thirty-one years of age that he decided upon entering the hardwood lumber trade. At that time he removed to Nettle-

ton, Miss., and became associated with the Nettleton Hardwood Manufacturing Company.

In 1893 he sold out his interest in this company and removed to Memphis, where he entered into partnership with E. E. Taenzer, under the name of Taenzer & Thompson. This firm was maintained with success until 1898, when it was dissolved. Mr. Thompson continued in the hardwood jobbing business on his own account for a year, when he organized in 1899 the J. W. Thompson Lumber Company. Of this corporation he is president and general manager. J. N. Penrod of Kansas City is vice president; others associated in the enterprise are: Frank P. Ab-

bott of Goshen, Ind.; J. D. Allen, Jr., of Nashville, and A. L. Foster of Fulton, Ky. The company has a large and well arranged yard in North Memphis, on the Illinois Central railroad, and also has branch yards at Selma, Ala.; Berclair, Miss.; Dell and Olyphant, Ark.

Ash and cypress are the specialties in the handlings of the J. W. Thompson Lumber Company, although it makes quite a feature of oak. From 16,000,000 to 18,000,000 feet of lumber is handled annually. This volume of trade, it must be noted, amounts to the annual handling of twice that amount of lumber, as all of it is rehandled, inasmuch as it is shipped from sawmills from various parts of Missouri, Arkansas, Tennessee and Kentucky to the Memphis yard and then re-assorted. Mr. Thompson is also interested with E. T. Bennett in the Bennett Hardwood Lumber Company at Memphis, which conducts a sawmill and lumber yard there.

Mr. Thompson is a smooth-faced, boyish appearing man who looks much younger than he really is. He is a man noticeable in any gathering, being of perfect physical proportions. He is six feet four inches tall, and weighs two hundred and ten pounds. He is the soul of good nature and generosity, and always recognizes the rights of others. He respects the individuality of his friends and compels their friendship and admiration by his quick perception and prompt attention not only to business details but also to the apparently insignificant things which make a man companionable to his fellows. His frankness and cordiality have made him most popular with the lumber producing and buying trade the country over.

Mr. Thompson is identified with the principal Memphis clubs and a good many local enterprises. He is one of the prime movers in the affairs of the National Hardwood Lumber Association, and is a member of the inspection bureau committee, of which he was formerly chairman. He is married and has three children, one of whom is a young girl just budding into womanhood.

The entire hardwood lumber trade loves "Jess" Thompson for his courage and courtesy, his integrity and never-failing good nature.

## Suggestions to Small Sawmill Men.

SECOND PAPER.

There are certain mechanical rules which obtain in setting up and operating small sawmills with which all are familiar, and it is not regarded as a great feat for one following these rules to set up the machinery of a sawmill, start it and have it work successfully without having to turn a single bolt or shift a pulley in the way of alterations. For example, the knowledge that the flywheel of the engine and the pulley of the saw mandrel must align and that the saw mandrel must set level so the saw will hang plumb is common property, as is also the fact that the carriage track must be level, straight and

so set that the saw leads into the log enough for the eye and the back of the saw to clear when it is at work. The face of the head blocks must be high enough to carry the log over the top of the saw collar, and the nose must come up close enough to hold the last board, and yet not so close as to endanger the saw teeth. Roughly speaking, the nose of the head block should be half an inch from the log side of the saw, and the level of the face an inch above the mandrel collar. The exact position depends somewhat on the construction of the blocks and the carriage. With some rigs it is practically impossible to finish with as small a piece as an inch board on



knees, but with most of the better class of rigs one can get the nose of the head block within a half inch of the saw by raising it an inch or more above the collar, and this should be done where it is practicable. Even though it is not generally desired to finish down to one inch it is a good thing to have the mill so that it can be done should occasion arise.

Now, while the average mill man is familiar with these facts, there are mills, which apparently conform to the requirements of these mechanical rules as strictly as others, and yet there is a great difference in their working, a difference which cannot be accounted for on the ground of lack of attention to these general rules. Naturally then, there must be something else entering sufficiently into the detail of operating sawmills to be a factor of importance. It is not the purpose here to reiterate again and again the primary rules of sawmill setting, but to point out some of the little things that escape notice frequently, because of insignificance when taken singly, but which taken together are of such importance as to frequently mean the difference between failure and success.

The first important thing in the sawmill proper, speaking of the sawmill entirely apart from the boiler and engine, is the feed works, or rather the feed works and carriage combined, because either or both can contribute to the burden of operating. Assuming, of course, that the saw is all right and everything else is in order, what is wanted are a feed works and carriage that will handle saw logs back and forth with as little exertion and power as possible. There is no feasible way of testing it, but if there were it would be surprising to find how much power is consumed in the work of feeding a log forward and giggling the carriage back in the average sawmill. It is so much, in fact, that nothing but the best of feed works is good enough for continued operation. For friction feed there is nothing better than paper and iron alternately, but with even this they should be given the best care to get satisfactory results. All pulleys should swing squarely in line and the faces come together their full width. There is many a four-inch face pulley doing practically all its work on two inches of face. This may seem a small thing, but it is small things that make up the general element of trouble. The more face the less pressure is necessary, and the less pressure the less power you will use up in pulling the carriage. A rickety rig that rattles and jerks around every time the lever is swung should not be tolerated. It would be time well spent to stop a day and go over it carefully, fastening every box and every hanger firmly, take up all the lost motion the works will stand so that in reversing the sawyer will not have to swing his lever a yard and back again. Then, when the rattling has been overcome and all pulleys face up nicely, and the leverage swing has been reduced to a minimum, box the whole to protect it against sawdust, bark, chips, etc., for the only way to get good service out of friction works is

to guard against dirt, and especially moisture.

In addition to bettering the condition of the friction feed itself, it will give better service and relieve the mandrel and likewise the saw of part of its heavy burden, and minimize one of its most disturbing elements. If the gig back drives from the saw mandrel, as it does in most small sawmills, every time the sawyer swings his weight on it he puts that much extra pressure on the outside saw mandrel box, which must also stand the strain of the main belt, and it is no wonder that some mandrel boxes get hot and give trouble. It shakes the saw, too, as can be demonstrated easily. This of itself should be sufficient argument in favor of keeping the feed works in the best condition possible, but there are plenty of other reasons.

It probably has not been cited as such and may not be an invariable indication, but, generally speaking, when the feed works in a mill are in excellent shape and the carriage responding at the slightest touch of the lever, it will be found that it is a mill that makes good lumber. Not only that, but it makes more of it than a similar mill would make with sluggish feed works where the sawyer has to nail strips on the floor to set his toes against to feed the carriage through. Sometimes it is not altogether the fault of the feed works, but this comes first, and then if the carriage pulls heavy it is time to turn attention to it. The writer was at one time called in to remedy a stubborn and balky carriage. The feed works were examined, the rack and pinion were looked over because it was thought that the carriage might be riding the pinion too heavily. Everything seemed to be all right that far, however. So the mill was started up and the carriage run back and forth a few times empty, and it went very well. Finally a log was put on the carriage; the first log was small and while it pulled a little heavily, it went through all right, but next came a big log and the carriage after starting and running a few feet balked and refused to budge. A careful examination showed that there was nothing dragging, so the log was taken off and the carriage stripped for examination. A place was cleared on the log deck and after the blocks and set works had been taken off

the carriage was turned upside down on the log deck, so as to have both the carriage and track free for examination.

Ordinarily when things go wrong with the carriage and its track after running for awhile the first place to look for trouble in the track is right at the corner of the log deck next to the saw, because it is there usually that the first settling takes place. If the track is sprung sidewise that is generally the place to look for the trouble, too, because no matter whether a nigger is used or the logs turned toward the operator and skidded back onto the carriage, there is the same straining and shoving on nearly every log, tending to push the carriage track away from the deck. This being the logical starting point, in this case naturally we looked here first for the trouble. The track showed some deflections and had pounded down slightly, but not enough to make any material difference. After aligning and straightening it carefully without finding anything that could have caused all the trouble, attention was finally turned to the carriage wheels. The first thing was to see if the grooved wheels were properly aligned and leveled and it was while doing this that the cause of the trouble was accidentally discovered at a point where we had never thought to look. In an effort to turn one of the wheels it was found to be dragging at the bottom of the mortise that had been cut in the carriage timber to receive it. This was an eye opener that put us on the right track, and after that we were not long in discovering that three of those carriage wheels when a heavy weight would come on the carriage were rammed tight into the bottoms of the mortises cut out of the carriage for the top half of the wheel. It was a small thing and did not take long to rectify, but that small thing simply rendered the sawmill useless until the trouble was discovered and cured. The makers of that carriage did not give enough attention to details either or they would have cut the mortises for those wheels deep enough to take care of all shrinkage and wear. Giving attention to these small things, and a general looking after all of them will contribute to the smooth and light running of the feed works and carriage, without which a mill will be a burden, no matter how good it is or how well it may otherwise be constructed.

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### A Note from the Bard of Oshkosh.

For many months past the HARDWOOD RECORD has illumined its Pert, Pertinent and Impertinent page with many choice bits of verse contributed by the lumberman-poet of Oshkosh. By an oversight, the last issue

of the HARDWOOD RECORD failed to contain any contributions from this distinguished genius. However, the following bit of verse was published on this page in the issue of Jan. 25:

#### RETROSPECTIVE.

"There are no birds in last year's nests,"  
No dollar bills in last year's vests;  
And 'tisn't wise to hope that "sends"  
Will still flow in from last year's "ads."

Hence it is that we are in receipt of the following communication from "Wagstaff-Lumber-Oshkosh":

OSHKOSH, Jan. 26. Editor HARDWOOD REC-



ord: In looking over your estimable paper of Jan. 25 I notice on page 13 (which by the way should be an unlucky one) "Retrospective."

I have sent you so many choice bits for your paper that have apparently been turned down, lost in the mails, side-stepped, torn up, burned or put in the pocket-book in the right hand drawer of your desk, with Shakespeare and other noted gems of thought, that I am "up in the air" as to whether I shall contribute, at the same salary, any more brain-fag propositions for your publication. But here is one more in answer to yours above, of the kind that is considered choicest by artists of high ability—I forget the name, but I know it is not a limerick. It is entitled:

PROSPECTIVE.  
When stock is sold,  
I think you're bold  
To talk of "scads"  
That come from "ads"—  
When stock is sold!

This looks as cute to me as the old maid I saw at the opera house the other night with her best fellow who had her hair pulled up so tight in the back that she couldn't wink until after she had taken out two hairpins!—WM. J. WAGSTAFF.

#### Not Involved in a Fire.

In the issue of the HARDWOOD RECORD of Jan. 25 a paragraph giving the details of a fire in a Mantowoc veneer plant had attached to it, incorrectly, the name of the Wisconsin Veneer Company. This concern is located at Rhinelander and, as will be noted by the following letter, has suffered no recent loss by fire:

RHINELANDER, WIS., Jan. 25.—Editor HARDWOOD RECORD: We notice in your issue of Jan. 25, a copy of which is just received, that on page 35 is an account of the burning of the plant of the Wisconsin Veneer Company. This is an error, because we are running full blast at the present time. We have had our trouble with fires, and the error in this issue will make it embarrassing for us to explain the matter to our friends.—WISCONSIN VENEER COMPANY.

#### Wants Oak and Ash Dimension.

The following letter comes from a prominent English importing and manufacturing concern, whose address will be supplied to any one interested:

LIVERPOOL, ENG., Jan. 20.—Editor HARDWOOD RECORD: We are buyers on this side of oak and ash dimension stock. If you can give us names of gentlemen on your side who can execute orders promptly, we should be much obliged. Among other things, we are open for 1,000 ash scantlings, 3¼x5-14 feet, and a quantity of different sizes of oak scantlings. Should be pleased to send specifications of what we require.

#### Metric System Applied to Lumber.

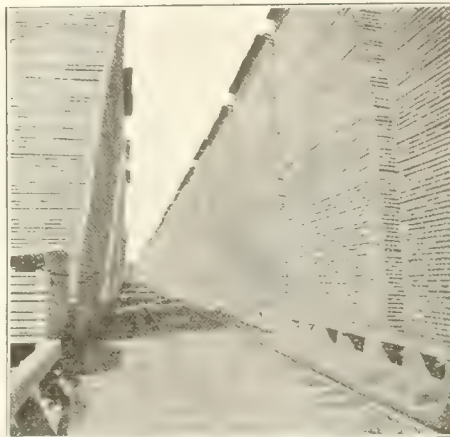
NEW YORK, Jan. 31.—Editor HARDWOOD RECORD: The New York Herald is agitating the adoption by Congress of the metric system. It makes the claim that the commercial bodies are in favor of such action. So far as the lumber trade is concerned we believe this statement is incorrect. To our minds the adoption of the metric system would lead to confusion, and would not in any way be an acceptable substitute for the present method of measuring lumber. Will you give me your views on this matter?—NEW YORK LUMBER TRADE JOURNAL, J. D. Crary, Managing Director.

The HARDWOOD RECORD is entirely in accord with the views of the publisher of the New York Lumber Trade Journal on the subject of the application of the metric system to lumber measurement. It possesses

many points of advantage, but it is doubtful if even a minority of the lumber trade would consent to have the system of measurement that has been in force so many years overhauled and upset by the adoption of the French system. About the only inducement that could be offered to the lumber trade to change its system of measurement, which would involve a change of lumber thicknesses and all that sort of thing, would be to make ten standard inches to the foot, and it is doubtful if the trade could be induced to adopt even this scheme. Unfortunately, even this method would not be practical from the fact that the meter is not a multiple of the inch.—EDITOR.

#### Piling Hardwoods.

JOHANNESBURG, MICH., Jan. 23.—Editor HARDWOOD RECORD: We read in your issue of Dec. 25 an article on the subject of piling lumber. We enclose a small photograph of one of the alleys in our yard, and wish to say that we find some stained lumber in these piles. You will note that these piles are well up from the ground and have a ten-inch chimney all the way up. We find stain next to the chimney and are going to try your suggestion to pile with a two foot chimney for about six feet and then



FINE EXHIBIT OF MAPLE LUMBER PILING

pile over it and have none from there up. We pile with a good pitch, pile loose and roof over every pile when finished. This picture shows 2,000,000 feet of maple cut for the Thomas Forman Company of Detroit. You will note that we take pride in our piling and are trying to overcome stain. We saw winter and summer and this year we began to run nights. We have 7,000,000 feet of hardwoods on hand and timber enough in sight to run us for twenty years. Our timber is around us on all sides in one solid body. We have at present a saw and veneer mill, also a lath and wood mill and expect to build an up-to-date flooring plant this year. We read your paper with interest and find many useful suggestions.—JOHANNESBURG MFG. CO., F. L. Michelson, Secretary and General Manager.

The foregoing letter is from one of the foremost hardwood manufacturers of the state of Michigan. Mr. Michelson's training of years in the hardwood business has been with the allied concern of Salling, Hanson & Co., Grayling, Mich.—EDITOR.

#### Great Interest in Hardwood Dimension Meeting.

DECATUR, ALA., Jan. 31.—Editor HARDWOOD RECORD: I want to thank you for your interest in this dimension association enterprise.

There is no question but that it is a very important feature of the hardwood manufacturing business, and it has been seriously neglected. Much timber is wasted every day that should be utilized in the different dimension consuming establishments of the country and thus save the hardwood forests and prolong the life of the hardwood business. I think your article in the RECORD of Jan. 25 very timely and to the point. Barring accident, I shall be in Cincinnati on the morning of the 21st and hope to lend what assistance I may to the furtherance of this meeting. Hope to see you there.—HUNTSVILLE LUMBER CO., F. W. Webster, V. P.

The foregoing letter is a specimen of scores of similar communications that have been received on the subject of the forthcoming meeting at the Grand Hotel, Cincinnati, Feb. 21 and 22. Every indication points to the presence of at least 150 representatives of houses interested in dimension production, and the meeting is one that will undoubtedly result in a great deal of good to this line of the trade.

#### New York Hardwood Values.

NEW YORK, JAN. 29.—Editor HARDWOOD RECORD: Looking through the columns of your issue of Jan. 25, I find in the New York letter some discrepancies I can hardly reconcile. Your correspondent quotes prices that are anywhere from \$3 to \$6 or \$7 out of line. As an illustration he refers to southern oak moving freely at \$67 to \$68. I have never heard of any stock offered at this figure, with the possible exception of a little narrow stock that came out of West Virginia, which was poorly manufactured and sold here at \$68. Southern oak is bringing right along, even though it is not selling briskly, \$72 a thousand for good stock. Good Indiana averaging about eight inches is bringing \$76 to \$77, while some Arkansas stock is sold as high as \$78. One inch sap poplar is firm at \$40, whereas your market reporter quotes it at \$36 to \$38. Again he is out of line on inch basswood which he quotes at \$43 for firsts and seconds, whereas the most we expect to get from large buyers is \$37 to \$38. Likewise common basswood sells freely for \$27 to \$28.

The above letter is from one of the large hardwood jobbers of the metropolitan district and the prices he names are doubtless accurate from his viewpoint. New York is such a catholic market, receiving stock from so many sources and of such manifest difference in physical qualities, variations in grade, manufacture, etc., that it is very difficult for any correspondent to make an estimate of values that are in any wise accurate or that can be used as a base for estimating the probable price that various grades of lumber will stand in New York. There is not a market in the country that has more variations in price than this one.—EDITOR.

#### Who Can Inform Us?

PARKERSBURG, W. VA., Feb. 6.—Editor HARDWOOD RECORD: Can you give us any information about the Pittsburg Fuel Company, with office in the Bijou building, Pittsburg, Pa.? This concern's letter heads allege that it is in the hardwood lumber and coal business, but we do not find them rated in any of the commercial agencies, and as it asks for quotations on large quantities of lumber should like to have some information about the character of the concern and its financial responsibility.

The HARDWOOD RECORD is unable to supply the information asked for by its correspondent, but should be glad to have any of its readers who are acquainted with this company supply such data which it will gladly communicate to this correspondent.—EDITOR.



## The Evolution of an Idea.

Twenty years ago, Big Rapids, Mich., was the seat of large white pine sawmilling operations. Along the entire length of the Muskegon river grew vast tracts of white pine timber, and this town was the principal lumber producer. Among the many workers in the great sawmills of that section was one



V. H. HANCHETT.

John Hanchett, who has come up from the ranks and was known far and wide as one of the best and most efficient saw filers of the district. This was the day of the great circulars, and the man who could accurately file and shape the teeth of saws was held in high esteem. He was the power behind the throne that enabled manufacturers to make fast and good sawing records. At that time the work of saw fitting was a slow and laborious process. It was all hand work, and the filing and swaging of saws meant long hours of tedious work.

At the bench with John Hanchett was an assistant, who one day, straightening up from his task, observed to his companion, "John, it seems as though someone ought to invent a way to do this work with a machine and save all this hard labor." Thus it was that an idea came to John Hanchett—the inspiration that a machine should and could be made to fit saw teeth quickly and accurately. This idea became his prevailing thought and he set about to construct a mechanical appliance which would accomplish this result. He put up a small shop back of his dwelling, in which he installed a few machine tools, actuated by a three horse-power engine, and built the first crude Hanchett saw swage. From the very first the tool was popular with saw filers, and quite a number were sold locally.

In 1892 V. H. Hanchett, Mr. Hanchett's brother, the present head of the swage works, joined him in the enterprise. In 1895 a larger shop was built, which year after year was enlarged to increase the capacity to meet the requirements of the trade, until last year the business of the concern completely outgrew the possibilities of the old shop, and a large and complete new factory was erected at Big Rapids. Some views of this model manufacturing plant are herewith presented.

The little swage shop has grown into a great factory for the production of filing room machinery, where every variety of tool for the care of saws is produced. Here are made automatic sharpeners for band, gang and circular saws; stretchers, re-toothers, lap grinders, saw patching machines, brazing tables, punches and shears; saw swages, swage shapers, etc.

Of the original Hanchett swage, continually improved and perfected during the period of its production, more than 10,000 have been sold during the past twenty years, and today it is estimated that some of the Hanchett saw fitting tools are used in more than seventy-five percent of the sawmills of the United States and Canada.

A few months ago, in order to complete the company's line of filing room machinery, the Hanchett Swage Works bought outright the patterns, patents, good will and entire business of the filing room machinery house of E. B. Rich & Sons of Chicago. This house has been in existence for more than forty years, and was one of the chief competitors of the Hanchett concern, and with it had enjoyed a splendid reputation for the production of tools that combine accuracy and efficiency of work with economy of maintenance. The equipment of the Rich plant has been moved to Big Rapids and consolidated with the Hanchett enterprise.



CORNER OF MAIN BUILDING NEW PLANT HANCHETT SWAGE WORKS, BIG RAPIDS, MICH.

The illustration on this page shows a corner of the main building of the new plant, which is a two-story brick structure, 70x105 feet in size. The first floor is utilized as a machine shop, and the second floor as an erecting room and for office purposes. The plant is located on the bank of the Muskegon river, and from the great dam nearby it

receives its water power. The second floor is on the street level, giving convenient access to the offices. Adjoining the main building is a foundry 105x170 feet in size, sky-lighted as well as having more than fifty large windows on its three sides. Within this great room is the cupola of large ca-



ARTHUR K. HANCHETT.

capacity, by means of which the Lake Superior charcoal iron exclusively used is transformed into the various castings employed in the construction of the Hanchett line of saw-fitting appliances. The Hanchett Swage Works takes pride in the quality of its iron. It is geographically located within a short distance of the Michigan charcoal blast furnaces, thus enabling it to utilize this highest class metal without extravagant cost. In addition to the buildings enumerated the company has built near its plant a fire-proof pattern vault of ample proportions, in which are stored the many valuable patterns employed in the construction of its machinery. Adjoining is a large storage warehouse, and running between the main buildings and the minor ones is a railroad siding. This is a convenience that enables the company to economically handle both its unmanufactured materials and its machinery product direct from the factory and warehouse doors to and from the cars.

The plant of the Hanchett Swage Works was built after very careful planning, to enable the company to produce at a minimum cost its large line of filing room machinery. Every detail was carefully looked after. The brass foundry in connection is complete in itself; the nickel plating is done by the company on its premises; an electric light plant has been installed, as well as a system of steam heating, by





CORNER OF THE GENERAL OFFICES.



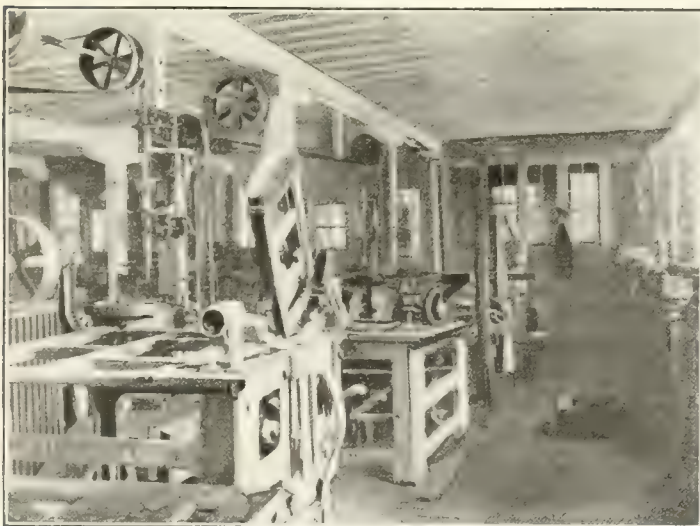
SCENE IN THE FOUNDRY.



PART OF MACHINE ROOM.



ANOTHER VIEW IN MACHINE ROOM.



VIEW ON THE ERECTING FLOOR.



ANOTHER PART OF THE ERECTING ROOM.

VIEWS WITHIN NEW PLANT HANCHETT SWAGE WORKS, BIG RAPIDS, MICHIGAN.



means of which the buildings are warmed.

Some years ago the founder of the Hanchett Swage Works, John Hanchett, retired from the concern, having gained a competency, and today is engaged in stock raising. He was succeeded by his brother, V. H. Hanchett, as sole proprietor, who is now head of the mechanical department. In 1902 his son, Arthur K. Hanchett, after completing his educational career at the University of Michigan, joined his father and has taken over the management of the general details of the business. The younger Hanchett has exhibited marked ability in this work, and has succeeded in developing the business to a wonderful extent.

The main tenet of the Hanchett Swage Works for many years has been exploiting the fact that it makes worthy tools, and it has been equally persistent in emphasizing upon every user of filing room machinery that everyone would be given an opportunity to demonstrate this fact to his own satisfaction, without cost; in other words that any tool produced by the company would be shipped to the user for a free trial, to be paid for if satisfactory, and to be returned at the expense of the manufacturer if found unsatisfactory. This method of exploitation has so appealed to users of saw tools that traveling salesmen regarded a necessity in most lines

of manufacture—are not employed by the Hanchett Swage Works, and, notwithstanding the greatly increased capacity of the plant, the company at this writing is fully sixty days behind its orders. With the completion of its organization the company expects to be able to catch up with its orders within a short time, and in the future to fill all requisitions promptly on receipt.

In connection with this brief review of the Hanchett Swage Works it may be timely to say a word about the city of Big Rapids, the home of this industry. Big Rapids is an attractive city of about 6,000 population, located on the Grand Rapids & Indiana and Pere Marquette railway systems, fifty-six miles north of Grand Rapids, Mich. It is a town of factories, beautiful and comfortable homes, and is one of the ideal sites of Michigan as a place of residence. The town is situated on both sides of the Muskegon river, which through its dams affords ample water power for still further industrial development. In addition to the production of filing room machinery, there are produced here large quantities of lumber, maple flooring, furniture, chairs and other products, made from both wood and iron. Big Rapids is a beautiful town of substantial buildings, well kept streets and good schools and churches, and is noted for its cheap and decent living.

Fred T. Peitch assistant general manager, has had a wonderful development. It is a concern that now handles upwards of 100,000,000 feet of lumber annually, of which seventy-five percent is hardwoods. It was the out-



HENRY C. CHRISTY, GENERAL MANAGER.

growth of the comparatively small local hardwood house of Kirk & Christy of Cleveland. Today, in its various ramifications, the company's individual and allied lumber manufacturing enterprises extend through parts of West Virginia, Michigan, Wisconsin, Kentucky, Tennessee, Missouri and Arkansas.

The general offices occupy a large portion of the thirteenth floor of the Rockefeller building at Cleveland, and it has branch offices at 9 East Eighth street, Cincinnati; Schmidt building, Pittsburg; Randolph building, Memphis; and the Charleston National Bank building in Charleston, W. Va.



FRED T. PEITCH, ASST. GEN. MGR.

While the company is a specialist in the manufacture and handling of oak, chestnut and poplar, yet through its various enterprises it manufactures and markets every variety of American hardwood growth. In addition to this the company is no inconsiderable factor in white pine and hemlock.

## Recent West Virginia Deal.



VAUGHN MILL, W. VA. TIMBER COMPANY, NICHOLAS COUNTY, W. VA.

During the past year the Advance Lumber Company of Cleveland has organized an allied concern known as the West Virginia Timber Company of Charleston, and has secured practically the entire valley of Twenty-Mile Creek—over 40,000 acres—on the Gauley branch of the C. & O. railroad in Nicholas county. This acreage is very rich in poplar, oak, chestnut, basswood and hemlock. The several pictures



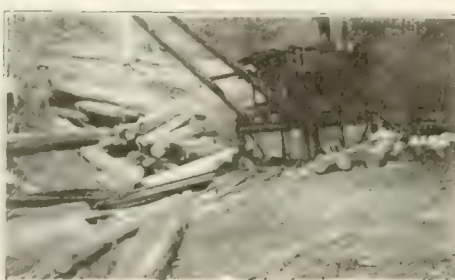
BIG SYCAMORE MILL, WEST VIRGINIA TIMBER COMPANY, LOWELL, W. VA.

accompanying this article illustrate some of the sawmill and lumber operations of the company in this district. At the Vaughn mill the company has already built sixteen miles of logging railroad, and will be obliged to build a good many more to reach the timber on the entire tract.

The Advance Lumber Company, of which Henry C. Christy is general manager, and



HARDWOOD YARD, BIG SYCAMORE MILL, W. VA. TIMBER CO.



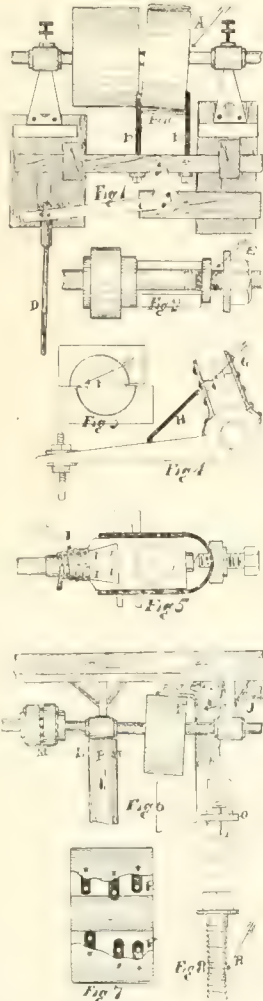
LOG LOADER, TWENTY-MILE CREEK OPERATION, W. VA. TIMBER CO.



## Second Hand Machinery.

The average prospective manager of a woodworking establishment would take the necessary precaution in guarding against any weak points in the construction of his building. He sees to it that the steam power plant is first-class in every respect; no expense is spared in the wiring of the building; modern devices and conveniences, such as elevators, ventilating fans, etc., are secured from the best manufacturers, and in fact everything is added to make a substantial and convenient factory. But when it comes to buying the machinery for the plant, expenses have been heavy and the need of curtailing often leads to the purchase of second-hand machinery. Partially worn machinery may be all right in the textile mill, in some lines of shoe making, or the lighter lines of manufacture, but for operation in hardwoods it is often worse than useless. Of course, we must take note of the fact that some so-called second-hand machinery has by no means served its usefulness. For instance, a mill ceases operation. The machinery is not worn, and it is put on the market and bargained off at very low rates, buyers securing the machinery making a good trade. Then mills often change machinery to suit new conditions of work and the machinery which is discarded usually is in good condition. Certain types of rebuilt woodworking machinery are perfectly suitable for further service. All such cases are excluded from this discussion; we refer principally to energetic superintendents who go nosing about the junk shops for discarded woodworking machinery which from the very fact that it is sold so cheap proves it to be worthless.

In one case I noticed a party was fitting up a mill in a building which was first class. The power and machinery plants were of high order and correctly installed. But in connecting the steam plant with the machinery in the mill second-hand shafting, with hangers and wheels, which had been secured at bargain-counter rates, was used. One wheel tilted on its shaft as at A, Fig. 1. The bushing was badly worn. The belt would not remain in line on the wheel and after a day's work the carpenter rigged up the belt guide B, B, as shown, which served fairly well to keep the belt in place. But the motion was unsteady, the belt wobbled, and power was lost; finally the wheel was removed and a cast babbitt metal sleeve was



riveted inside the bore to take the place of the worn portion. The mechanism never worked right and considerable belting was destroyed. In securing the hangers of the shafting, it was found that the adjusting screws were badly scored at the threads as at E, Fig. 2. Thus the adjustment could not be maintained. I was told that realigning the shafting was necessary at frequent intervals, which entailed a considerable loss of time. Quite a number of the bearings of the boxes of the hangers were found to be badly worn or not true. Fig. 3 illustrates the position of one of the boxes due to the slipping of set-screws and the wear of parts. In fact the second-hand equipment of shafting had to be regularly inspected, the weak points strengthened and new parts substituted for worn ones. Later I visited the same mill and was told that practically all the second-hand parts of machines had been replaced with new.

In another shop I was shown a lever of a rotary veneer cutter patched as in Fig. 4. There were two pieces of sheet iron riveted on either side of the fractured slot as at G, and to further support the elbow the rod H was put on. Second-hand machinery dealers who make a specialty of woodworking machinery almost always furnish machines to the trade in very good order. They go over and rebuild weak parts, refitting junk shop machines very thoroughly, so that they often give good service for years. Excellent bargains are often made with reputable dealers in second-hand machinery. I have seen old machines so thoroughly overhauled by experienced second-hand people that the machines were brought quite up-to-date. Promiscuous buying is what is dangerous.

A case came to my notice recently where a manufacturer of hardwood novelties bought a sanding machine, and for some time was annoyed by the irregular motion of the cage. An investigation showed that the rocking rod was loose in the head of the connection and that a steel strap had been put on as at I, Fig. 5, in hopes of overcoming the weakness. The rivets had worked free and the combination seemed ready to break apart. The machine was allowed to remain idle until a new connecting rod end was secured.

Fig. 6 illustrates another instance of trouble with warped shafting and worn wheel hubs which a mill man had secured at fascinating prices from a dealer who was in a

hurry to get the junk off his hands. A post, L, was used to brace a weak hanger, and a shaking coupling with the bolts exposed as at M was badly in need of attention. The worst part was the wheel K, which inclined to one side, and the belt in being transmitted from wheel to wheel lapped over the edge. In order to keep it in place the block of wood, J, was nailed up. A collar was broken as at N on this shaft, and a ring of steel shrunk on as at O. Fig. 7 represents a wheel on this line of shafting which was in very bad shape. Apparently at some time a weight had fallen upon the wheel, rupturing a section of the rim. Some ingenious individual had riveted three pieces of metal on either side of the break, next to the hub, as at P, P, thus securing the piece temporarily. The rivet heads had become loose and were playing havoc with the leather belt. Nor was this all. Following along the line of this shafting I noticed screws that were valueless because the threads were worn off as at R, Fig. 8. So it is, there are all kinds of second-hand machinery. I have seen some second-hand machinery from the shops of reputable dealers, well worth the cost; and again some not worth its weight as scrap-iron.

“OBSERVER.”

### Forest Utilization.

The HARDWOOD RECORD is indebted to the author, C. A. Schenck, Ph. D., director of the Biltmore Forest School and forester of the Biltmore estate, for a volume entitled *Forest Utilization, Mensuration and Sylviculture*.

Although forest utilization shows a higher development in the United States than in any other country, there has been, up to the present time, no American handbook upon the subject. The term “forest utilization” comprises all acts by which forests, the immobile produce of nature, are converted into movable goods or commodities. Considered as a science or as an art, forest utilization constitutes the major part of forestry now practiced in this country. Dr. Schenck's work covers exhaustively logging operations—labor, work of cutting, and transportation—and the manufacture of wood products, treating of power transmission, technical qualities of trees, sawmills, veneer plants, box making, cooperage, tannery, wood pulp production, and all the various phases of the woodworking industry.

By “forest mensuration” is meant the determination of the present and future product of the forest. In the department of the book devoted to this subject, all its phases—the volume, age, increment and stumpage values of trees, parts of trees and aggregate of trees—are dealt with plainly and exhaustively.

Several chapters on sylviculture, or the raising and tending of forest products, are presented, covering ecological principles, facts and definitions, the genesis of the forest, the pedagogy of the forest, the sylvicultural forms, etc.

It is rare indeed that a worthy contribution to lumber literature is produced, and Dr. Schenck is to be congratulated on having compiled a handbook of interest and rare value to students of the subject he handles in so comprehensive and authoritative a manner.

The Clinton Saw Mill Company has been granted a charter to engage in the manufacture of wagons, carts and buggies, implement handles, furniture and sash, doors and blinds at Clinton, La. The company is capitalized at \$20,000. J. W. Strong is president; J. C. Dozier, vice president, and D. E. Ellis, manager of the concern.



## A Lumberman's Letters to His Son.

HOT SPRINGS, ARK., Feb. 7.

My Dear Son: I have been plowing around in the swamps of Arkansas for the past ten days, living on minister face and kush. My digestive apparatus is completely knocked out and my complexion is so yellow that I am repeatedly mistaken for a native. There may be some soft snaps in Arkansas timber, but your dad has not been able to locate them. There is a lot of good timber in Arkansas but lumbermen woke up long before your dad did and nailed it.

I am over here with this scorbutic bunch in order to get a bath and a few square meals. On what other errands a man could come to this town I don't know. There's nothing here but big hotels, barren ridges, gambling houses, adventurers and invalids. I am going out to look at another bunch of timber next week, and then shall go home.

I am glad to get your good reports of the condition of the Chicago hardwood trade. When home trade is all right it is the best thing to stick to. It is easier to settle a kick over on Western avenue than it is in Boston.

Since I have been away from home I have been a good deal interested in hardwood association affairs, and think that it will be a good idea for us to join all the present lumber associations and all that may be formed in the future. This association racket is a game your dad never has fully gotten onto before, but I believe it's a good thing. Simply because you belong to a particular association and subscribe to its inspection and methods of doing business, doesn't mean that you have to stick to them by any means. Some hardwood men down in this south country belong to one of the big associations and some to the other, and others belong to both

of them. They tell me that they sell lumber under any rules of inspection that their customers want, and that in spite of the difference in the rules, the grades are about the same. They lay great stress on the fact that when they get into a row with a customer they can work one of the associations to settle up the argument for them with a minimum of cost. Then again they tell me that they don't ship but mighty little lumber under the rules of any association, but make "special grades" to suit the requirements of their customers and the price they can get out of them for the stock.

I am learning a lot of new things about the hardwood lumber business lately that I never knew before. I am of the opinion that your dad got into this hardwood game too early—or maybe too late—to learn all he should about it, but hope you may eventually be able to get next to some of the good things.

As I analyze this association proposition, their rules and regulations are things to avoid until you get into trouble with a customer. Then you have to dodge to cover, and put up a holy holler about your own and hardwood association morals. We've got to get to manufacturing lumber, that's a dead cinch. It won't do to continue any longer on one end of this string. To make money out of the hardwood business in future you must have a strong hold of both ends of the rope and a considerable clutch on the middle.

Your affectionate Father.

P. S.—Your mother writes me that you are making a fool of yourself over another girl and keeping very bad hours. Cut it out. Wake up and remember you've got a living to earn.

## News Miscellany.

### Hardwood Dimension Association Meeting.

The forthcoming meeting of the Hardwood Dimension Association to be held at the Grand Hotel, Cincinnati, Wednesday and Thursday, Feb. 21 and 22, is attracting widespread attention among producers of this class of material. At this meeting it is proposed to take up:

1. The perfection of a permanent organization.
2. Adoption of constitution and by-laws.
3. Establishment of rules governing manufacture and grading of dimension stock.
4. Promulgation of a basis of value for dimension material.
5. Placing the association on a permanent and profitable financial basis.

Secretary Charles S. Bacon of Grand Rapids sends the *HARDWOOD RECORD* a large number of letters from manufacturers expressing optimistic views concerning this proposed meeting, and agreeing to be present and participate in the conference. From these letters a few excerpts are made, which follow:

ST. LOUIS, MO., Feb. 2.—Mr. Chas. S. Bacon, Sec'y, Grand Rapids, Mich.: Your favor of the 1st at hand, and in the absence of Mr. J. S. Garetson, will state that he expressed his intention of being present at the Hardwood Dimension Association meeting in Cincinnati, Feb. 21

and 22. We have already felt the effect of the movement, and have advanced our prices on all dimension stock. No doubt a permanent organization will be of great advantage to the manufacturers and consumers of this class of material. Yours very truly, GARETSON-GREASON LUMBER COMPANY, W. W. Dings, Sec'y.

CINCINNATI, Feb. 2.—Dear Sir: The writer will endeavor to be in Cincinnati Feb. 21 and 22 and will take pleasure in attending the meeting. Yours truly, THE STEARNS COMPANY, E. C. Groesbeck, Sec'y.

BUFFALO, N. Y., Feb. 5.—Dear Sir: Our Mr. W. A. McLean of Louisville will try to make his plans to meet with you at Cincinnati, Feb. 21 and 22. Very truly yours, HUGH McLEAN LUMBER CO., Hugh McLean, Treas.

HUNTINGBURG, IND., Feb. 3.—Dear Sir: I have been advised of this meeting from several sources and on several occasions and will endeavor to be present. I am much interested in placing the dimension business on a different basis and hope to see a schedule of prices that will be profitable made current all over the country. Yours truly, J. V. STIMSON.

NEGAUNEE, MICH., Feb. 3.—Dear Sir: While we are in no sense a producer of hardwood lumber, we are very large holders of hardwood timber lands and are therefore quite interested in

this new association, and if possible will send a representative to attend the meeting. Shall watch closely the reports as appearing in the *HARDWOOD RECORD*. Yours truly, CLEVELAND-CLEVES IRON COMPANY.

MEMPHIS, TENN., Feb. 3.—Dear Sir: It will give us great pleasure to be represented at the Cincinnati convention. Yours truly, BACON-NOLAN HARDWOOD COMPANY.

WASHINGTON COURT HOUSE, O., Feb. 2.—Dear Sir: We will have a representative at Cincinnati on the 21st to take an active part in forming the dimension association. Yours truly, THE J. W. WILLIS LUMBER COMPANY.

CINCINNATI, O., Feb. 2.—Dear Sir: We will be glad to attend the meeting in question, as we are much interested in this subject. We hope you will see also that we get a copy of the *HARDWOOD RECORD* of Feb. 10, as you say the program in detail will appear in that number. Yours truly, THE ROYER WHEEL COMPANY.

CLARENDON, ARK., Feb. 3.—Dear Sir: The writer will try to attend the Cincinnati meeting of the Hardwood Dimension Association. We are strongly in favor of creating an association that will be able to control prices to a certain extent. Yours truly, F. M. KENNEDY & CO.

FARMVILLE, VA., Feb. 3.—We are seriously considering sending a representative to Cincinnati on Feb. 21 and 22. Yours truly, FARMVILLE MANUFACTURING COMPANY.

SOUTH BEND, IND., Feb. 2.—Dear Sir: We are interested in this movement and if possible will send a representative to the meeting. Yours truly, FULLERTON POWELL HARDWOOD LUMBER COMPANY.

FORT WAYNE, IND., Feb. 2.—Dear Sir: Your correspondent will be on hand at Cincinnati at the time indicated. Yours truly, PERRINE-ARMSTRONG CO., Van B. Perrine.

NEW ALBANY, MISS., Jan. 22.—Dear Sir: At present I am not manufacturing any dimension except wagon stock, and am getting for bolsters \$45, reaches \$48, delivered at a 23½-cent rate. Would be glad to manufacture other stock that is going to waste in this section, but at the prices I have always been offered it is money ahead to burn it. Hope the association will be able to strengthen prices and educate the people some in this line. Yours truly, D. D. ALLEN.

CHICAGO, Feb. 2.—Dear Sir: We will try to arrange for one of the members of our firm to be in Cincinnati on Feb. 21. This move is certainly in the right direction and we assure you of our hearty cooperation. Yours truly, HOUSTON & CURTIS.

CLEVELAND, O., Feb. 2.—Dear Sir: Our Mr. George E. Breece intends to attend your convention at Cincinnati. He is located at Charleston, W. Va., and is president and general manager of the West Virginia Timber Company, in which we are interested and which produces chair and dimension stock marketed through this company. Are much interested in your association. Yours truly, THE ADVANCE LUMBER COMPANY, F. T. Peltch.

LOUISVILLE, KY., Feb. 2.—Dear Sir: I shall be pleased to attend the meeting of the Hardwood Dimension Association at the Grand Hotel, Cincinnati, Feb. 21 and 22. Very truly yours, ALBERT R. KAMPE.

KANSAS CITY, MO., Jan. 27.—Dear Sir: We are heartily in accord with the movement making to establish some sort of a basis of values and inspection, and the writer proposes to attend the Cincinnati meeting Feb. 21. Other matters prevented our attending the Hardwood Manufacturers' Association meeting at Louisville, Jan. 16 and 17. Our opinion is that in view of the fact that a good portion of members of this association are also dimension stock manufacturers, it might be a good idea to join interests, thereby getting the benefit of the established prestige of the older association. We have not been able to prepare a schedule of values to recommend or to submit for consideration, but shall do so in time to present at the meeting. Yours truly, BEEKMAN LUMBER COMPANY.



GLEASON, ARK., Feb. 5. - Dear Sir: It is the intention of our treasurer, George H. Lowry, to be present at the Cincinnati meeting, for we are decidedly in favor of the proposition. Yours truly, FREEMAN LUMBER COMPANY.

COWEN, W. VA., Feb. 3. Dear Sir: We are very much interested in your association, having been manufacturers of dimension stock for many years. In fact, made it at a time when manufacturers did not care to save timber. It always has seemed foolish to us to throw away a good per cent of the log after once having it at the mill. We will become members even if we cannot send a representative. Yours truly, SMOOT LUMBER COMPANY.

KANSAS CITY, MO., Feb. 5.—Dear Sir: Unless unavoidably prevented we will send a representative to the Cincinnati meeting, as we are heartily in accord with the movement. Yours truly, BEEKMAN LUMBER COMPANY.

CARROLLTON, ALA., Feb. 5. Dear Sir: We are in receipt of yours of the 1st inst., referring to meeting of dimension association. Unless something unforeseen intervenes between now and date you name, we will be with you in Cincinnati. Yours truly, INTERNATIONAL FELLOW MANUFACTURING COMPANY.

Both President E. L. Davis and Secretary C. S. Bacon of this association wish the HARDWOOD RECORD on their behalf to cordially and earnestly invite everyone interested in hardwood dimension production to be present at this meeting and assist by their experience and advice in placing the association on a permanent basis. Present indications point to an attendance of the majority of individuals interested in making all varieties of hardwood dimension stock.

### Foreign Conditions.

One of the interesting addresses delivered at the recent annual meeting of the Hardwood Manufacturers' Association of the United States was by Lewis Doster, the stenographic report of which was not received in time for insertion with the regular report published in the last issue of the HARDWOOD RECORD. It will be recalled that last midsummer, owing to failing health, Mr. Doster retired from active service as secretary of the association, and made a European trip. His many friends, both in the association and out of it, will be delighted to know that he is again at home, fully recovered and will take up as his exclusive work the secretaryship of the association. As Mr. Doster is a close observer of both men and conditions, his analysis of affairs in Great Britain and on the continent will be read with particular interest by every member of the hardwood trade.

"I have been in Europe during the past four months and studied all kinds of commercial conditions, and at every point I never saw such a change of sentiment as has recently occurred in all the European countries I visited. They have developed a financial reaction that has fooled even themselves, and especially the lumber buyers who are caught without stocks and plenty of customers who want the goods. Some of them had heard of the enormous stocks of this country and hastened over here to take advantage of them, but came back to Europe absolutely disheartened. In the first place, there were no stocks here, and there were no low prices; prices were getting higher the longer they stayed, and they returned with higher ideas of American hardwoods. I know of buyers now coming over here, wanting to contract for new supplies, and they say they want also some of the old contracts filled that they couldn't get the lumber for last year. Of course I realize in a great many instances why those people cannot get the lumber.

"One of the points which our association took up before I left America was that we issued a letter to the producing trade regarding shipments of lumber on consignment to Europe. We found on this side that there was a sentiment against it, and people had been writing us and

telling us how badly they had been treated. The European buyers said they did not want it, and foreign lumber trade journals were advising this country not to send lumber on consignment. Yet I found that a great many manufacturers were shipping over there regardless of all these conditions. After I was able to travel around on the other side, I visited a number of ports where these consignments had been shipped, and was given papers showing the commission merchants' charges for handling this consignment material. I was unable to get my trunks from New York, only having landed last Sunday, and so I could not bring down a number of the papers on which I had made notes regarding the detailed expenditures and commission on the stock. It was marvelous. I thought I would need the papers as you would not believe me unless I had the documents. Ridiculous and exorbitant charges were made for every possible movement of the lumber. Every turn made was charged for in some way so that when the returns were made up to the shipper on this side, he owed money to the commission merchants in Europe. Instances of that kind were given me by men who were large shippers of lumber from this side, men who were led to believe that they could send the stock to Europe and there would be nothing but gold in return. There was nothing but the opposite, and the return was a bill that they were obliged to send gold for. On my personal visits to large buyers over there they informed me that consignments interfered with the general run of business, and said they did not cater to that kind of a movement. I hope the association will in the near future publish some of the results of consignments so that the members can fully realize the conditions that actually exist. It was found in consequence of these consignments that it was necessary to force the lumber to a sale, owing to excessive dock and storage charges, and it naturally made the lumbermen use a great many unfair methods to carry through the sale before the bill for the return was made, as in most instances there were no returns made at all. I was asked and advised, that if I returned in time for this convention to place the matter before it and give my personal knowledge of what was before the English customer. There are buyers there who will want our lumber and they will buy and settle on our regular official methods of grading, which is the only way that lumber should be sold to get logical and successful returns.

"The general condition in every European country has been a reaction; there is nothing but prosperity and money. In the cotton district of England they are building new mills one after another and the quantity of American cotton which they are taking is something wonderful. I didn't know there was so much cotton grown in America until I got to England and saw it coming in. All European governments, especially England's, with its liberal policy, has the confidence of the people. England wanted a change of government and, according to the last election returns, it is getting a liberal policy. That is what the country has wanted and every business man predicted a change and felt sure when the change was made it would bring business to a better standpoint than ever before.

"At no point was there any accumulation of American hardwoods, especially in the higher grades. Prime oak and prime poplar were in great demand, not only in England but all over the continent. The car shops, both for railroad and electric car service, have plenty of orders and use a great deal of panel and wide poplar. Quartered oak is beginning to strengthen, being similar to the situation on this side. The mills have been taking largely plain oak, but since the prices for plain have advanced, it should give an easy foreign market for quartered oak the coming year. Plain oak, inch and thicker, is growing remarkably in strength, and the indications point that the values of this product, which generally are behind those in America, are beginning to show a favorable comparison.

In the past, European markets have generally been \$2.00 or \$3.00 behind what the same product would bring here, less freight and other expenses; and it is unnecessary, owing to the tremendous demand for domestic purposes, to ship to European countries, unless the full list prices are obtained."

### Building Operations for January.

Official reports from over fifty representative cities throughout the country, compiled by The American Contractor, Chicago, show that building operations are being carried on to a decidedly greater extent than is usual at this season of the year. That the unusually open weather which has thus far prevailed has had something to do with this unprecedented activity, must be admitted, might indeed go far towards explaining the highly gratifying conditions at present prevailing, were it not for the circumstance that the recent general average of gains over the corresponding months of the preceding year have been for a long time substantially maintained. The logical conclusion is that the present construction movement rests upon a very substantial foundation and is almost certain to be carried forward, during the present year, at least.

Of the entire list of cities tabulated, only nine show a decrease, as compared with January, 1905, and none of these is in the first class. On the other hand, seventeen cities show an increase of more than 100 per cent. These cities, and the percentage of their gain, are: Atlanta, 109; Cleveland, 537; Chattanooga, 284; Detroit, 263; Duluth, 113; Hartford, 924; Minneapolis, 164; Nashville, 119; Omaha, 349; Paterson, 141; Pittsburg, 264; St. Paul, 117; Syracuse, 230; Topeka, 307; Toledo, 147; Wilmington, Del., 158; Worcester, 216. New York shows a gain of 44 per cent; Chicago, 51; Philadelphia, 73; St. Louis, 74; and Kansas City, 97.

City.	Jan., 1905 cost.	Jan., 1906 cost.	Per cent gain.	Per cent loss.
Atlanta	\$ 300,898	\$ 143,715	109	..
Albany	77,865	42,875	81	..
Baltimore	985,000	832,000	18	..
Birmingham	368,206	164,070	17	..
Bridgeport	191,662	239,293	15	..
Buffalo	276,150	1,374,700	51	..
Chicago	2,830,200	266,805	537	..
Cleveland	1,700,000	18,181	284	..
Chattanooga	69,980	140,480	85	..
Cincinnati	259,835	101,045	7	..
Columbus	93,925	205,370	8	..
Dallas	186,342	18,180	32	..
Davenport	12,350	269,825	41	..
Denver	368,690	404,500	263	..
Detroit	1,469,900	30,901	113	..
Duluth	65,836	27,925	26	..
Evansville	35,230	72,921	30	..
Grand Rapids	95,151	70,800	57	..
Harrisburg	30,225	10,090	924	..
Hartford	103,400	402,843	58	..
Indianapolis	168,945	320,250	97	..
Kansas City	631,410	463,080	18	..
Louisville	377,873	1,131,561	15	..
Los Angeles	1,304,356	266,763	20	..
Milwaukee	308,789	163,510	164	..
Minneapolis	432,705	35,270	5	..
Mobile	37,135	344,306	119	..
Nashville	753,044	1,559,609	60	..
Newark	623,137	212,195	15	..
New Orleans	254,305	7,058,850	89	..
Manhattan	13,353,300	743,270	16	..
Albany	1,371,175	3,473,280	9	..
Brooklyn	2,898,330	42,760	..	..
Bronx	1,851,350	19,322,270	44	..
Alteration	46,115	124,500	349	..
New York	19,322,270	1,738,320	73	..
Omaha	124,500	50,063	20,769	141
Philadelphia	1,738,320	1,419,534	389,317	264
Paterson	50,063	139,992	82,825	64
Pittsburg	1,419,534	70,040	57,950	21
Rochester	139,992	1,743,556	998,884	72
St. Joseph	70,040	248,344	1,932,962	117
St. Louis	1,743,556	1,326,104	1,356,161	2
San Francisco	1,326,104	84,675	49,290	71
Scranton	84,675	425,950	48	..
Seattle	632,248	205,270	50	..
Spokane	101,355	42,725	230	..
Syracuse	141,265	9,300	307	..
Topeka	37,897	57,425	147	..
Toledo	141,890	21,165	95	..
Terre Haute	21,165	110,414	54	..
Tacoma	148,620	30,395	11,481	164
Trenton	30,395	724,368	496,465	46
Washington	724,368	388,605	150,045	158
Wilmington	388,605	116,768	36,955	216
Worcester	116,768	80,000	154,675	56
Winnipeg	80,000	..	..	..

About 600,000 acres of timber land are to be set aside as forest reserves in New Mexico.



### History of the Lumber Industry of America.

The HARDWOOD RECORD is indebted to the American Lumberman, Chicago, for a copy of Vol. I of its History of the Lumber Industry of America, by its editor, J. E. Defebaugh.

The introductory chapters treat in a general way of the discovery, exploration and colonization of the new world, with special reference to forestry conditions in those times, and present accurately the forest geography of North America. A careful analysis of the influence determining quality and quantity of forest growth and its distribution, with a list of commercial woods and their common and botanical names, is given. The resources of Canada, including brief histories of the lumber industry in the various provinces, are enlarged upon. All available statistics showing the progress and development of the Canadian timber industry are given down to the present year.

Then follows considerable valuable information about early forestry in the United States, the formation of associations, the work as taken up by different states, reserve laws, the public parks, resources of the Philippines, reclamation of arid lands, and a chapter devoted to tariff conditions. Then follows interesting information regarding early sawmills and logging camps, evolution in lumber production, coniferous and hardwood products, cooperage materials, etc. The foreign trade is thoroughly and intelligently discussed, early and present exporting being dwelt upon in all its phases.

With regard to prevailing conditions Mr. Defebaugh says: "The beginning of the Twentieth Century marked, with approximate accuracy, an epochal period in the timber and lumber history of the United States of America. Until that time the country, in its use of forest products, had been drawing upon a surplus, but thereafter a continuance of production on the former scale, without adequate care for the perpetuation or reproduction of the forests, necessarily would draw upon the capital fund, so to speak, with the inevitable result of a growing scarcity of forest products, or to be more exact, of an increasing and manifest deficiency in the supply of standing timber from which the product must be secured."

The best informed students of the subject believe, after as careful investigations as they have been able to make, that the forests yet remaining, if operated along conservative lines, would annually produce in perpetuity an amount of forest products little, if any, more than the present annual output. If that be true, the United States has come to the point where it can no longer be lavish in its use of its wonderful timber resources, but must rigorously conserve them. . . . It seems fitting, therefore, that at such a turning point in the life of this great and fundamental industry, a study should be made of its history in order that those concerned and everyone is directly or indirectly concerned in this subject—may look forward from the vantage point of knowledge and recorded experience. To afford such a vantage ground is one of the objects of this work, which must be a record not merely of men and of events, but also of conditions."

This work in its entirety covers a consensus of American lumber literature, and is well worth a place in the library of and a careful perusal by every lumberman, as well as all students of lumber and general commercial affairs. It is the first logical attempt that has ever been made to place in compact and comprehensive form the wonderful fund of information that surrounds this great American pursuit, and Mr. Defebaugh is to be congratulated on the splendid way in which he is executing this work, as it will doubtless constitute a text book and authority on lumber affairs for all time to come.

### Parquetry Flooring.

While parquetry flooring is of ancient origin it has not been until recent years that the methods of production of this beautiful floor-

ing material have been perfected. Today floors or floor coverings are made of an infinite variety of beautiful hardwoods and arranged in mosaic patterns that enable the house owner to have a floor in his hallway, parlors, library or dining room that is not only beautiful in itself but substantial and permanent in its character.

The foremost manufacturer of parquetry flooring in this country is the Wood Mosaic Flooring Company of Rochester, N. Y., and New Albany, Ind. This concern makes not only parquetry flooring of all kinds but wood carpet, wood carpet squares and strips. In nearly all the large cities of the United States this company has agents who carry stocks of the various materials suitable for these beautiful floor coverings, and work direct through the builders and architects for their trade. In many of the eastern cities this business is a very important one not only in the sale and making of the floors in new buildings, but in re-covering old floors in handsome residences. Very largely this trade has been confined to the chief cities of the country, and apparently the only reason that the many handsome residences erected in the smaller cities are not floored with this material is through want of knowledge of its source of supply and cost. As a matter of fact a fine parquetry floor can be laid in a house at about the same price as a good carpet. This flooring has many points of advantage over even handsome rugs, as it is sanitary, clean and dust-proof. The parquetry floor business would

seem to be one that might be taken up to advantage by retail lumbermen in even the smaller cities and towns of the country, as the laying of this material can be accomplished in a satisfactory manner by any good carpenter.

The Wood Mosaic Flooring Company, through its head office at Rochester, will be very glad to take up with any responsible lumberman or contractor for high-class structures the subject of its wood mosaic flooring, and tell him how his profits can be augmented by establishing a parquetry flooring department. The company issues a handsome catalog which can be had for the asking. This book contains hundreds of designs and has specific instructions for making measurements and for estimating cost. It is prepared to crate and ship the exact number of feet required for any given job, so that there is little expense entailed in carrying stock.

### New Mahogany Mill.

Markley, Miller & Co., dealers in mahogany and other lumber, who recently established offices in Mobile, through which port they are extensive importers, are building a new mill on the river front. Machinery for working up mahogany logs and other timber will be installed. The saws will be of the band type, and all the fittings will be of the latest design. The river in front of the mill will be dredged to give free access to vessels bringing logs from the tropics and taking on cargoes for various ports. They expect to have the plant ready for operation within ninety days.

### New Price List of Wisconsin Hardwoods.

A meeting of the price list committee of the Wisconsin Hardwood Lumbermen's Association was held at the Hotel Pfister, Milwaukee, Jan. 30, and some changes were made in the price list in the items of ash, basswood and rock elm. The prices current with this association are

herewith appended. Incidentally, the association calls attention to the fact that there is a scarcity of firsts and seconds 12 inch basswood in the market, and that a price considerably in advance of the list would be warranted; also that there is a heavy demand for Nos. 2 and 3 basswood, and that the price asked can readily be obtained.

### OFFICIAL CARLOAD PRICE LIST. Effective Feb. 1st, 1906. f. o. b. Wausau, Wis., freight rate.

			No. 1 1st Com.	No. 2 Com.	No. 3 Com.
ASH	1 in log run (No. 3 Common out) . . . . .	\$43 00			
	1 in. . . . .	\$35 00	\$23 00	\$12 00	\$9 00
	1 1/4 in. and 1 1/2 in. . . . .	37 00	25 00	14 00	9 00
	2 in. . . . .	38 00	26 00	14 00	9 00
	2 1/2 in. and thicker . . . . .	43 00	28 00	14 00	9 00
BIRCH	1 in log run (mixed color, No. 3 Common out) . . . . .	19 00			
	1 in (red out) . . . . .	31 00	18 00	10 00	8 00
	1 1/4 in. and 1 1/2 in. . . . .	33 00	20 00	11 00	8 00
	2 in. . . . .	34 00	22 00	13 00	8 00
	2 1/2 in. and thicker . . . . .	40 00	28 00	15 00	
BUTTERNUT	1 in log run (No. 3 common out) . . . . .	25 00			
	1 in. . . . .	35 00	25 00	15 00	12 00
	1 1/4 in. and 1 1/2 in. . . . .	40 00	30 00	20 00	13 00
	2 in. . . . .	42 00	32 00	22 00	12 00
	2 1/2 in. and thicker . . . . .	44 00	32 00	15 00	
BASSWOOD	Curly birch, red and white mixed . . . . .	75 00	50 00	25 00	
	1 in log run (No. 3 Common out) . . . . .	20 00			
	1 in. . . . .	29 00	19 00	14 00	12 50
	1 1/4 in. and 1 1/2 in. . . . .	34 00	23 00	15 00	13 50
	2 in. . . . .	35 00	24 00	14 00	12 00
SOFT ELM	1 in. Box Common (Nos. 2 and 3 Common mixed) . . . . .	13 50			
	For sorting basswood to lengths of 10 and 12 ft., add \$2 per M ft.				
	1 in log run (No. 3 Common out) . . . . .	20 00			
	1 1/4 in. and 1 1/2 in. log run (No. 3 Common out) . . . . .	21 00			
	1 in. . . . .	29 00	19 00	13 00	10 00
ROCK ELM	1 1/4 in. and 1 1/2 in. . . . .	32 00	21 00	13 00	10 00
	2 in. . . . .	35 00	24 00	15 00	10 00
	2 1/2 in. and thicker . . . . .	40 00	30 00	20 00	10 00
	Bridge Plank 2 in. all lengths . . . . .	16 00			
	Bridge Plank 3 in. and thicker all lengths . . . . .	18 00			
RED OAK	Of one length add \$2 . . . . .				
	1 in. . . . .	45 00	33 00	22 00	9 00
	1 1/4 in. and 1 1/2 in. . . . .	48 00	36 00	25 00	10 00
	2 in. . . . .	50 00	38 00	27 00	10 00
	2 1/2 in. and thicker . . . . .	55 00	43 00	32 00	10 00
WHITE OAK	1 in. wormy Common and better . . . . .	15 00			
	1 1/4 in. and 1 1/2 in. wormy Common and better . . . . .	17 00			
	1 in. . . . .	40 00	30 00	18 00	9 00
	1 1/4 in. and 1 1/2 in. . . . .	44 00	34 00	22 00	10 00
	2 in. . . . .	46 00	36 00	24 00	10 00
HARD MAPLE	2 1/2 in. and thicker . . . . .	50 00	40 00		
	Bridge Plank 2 in. all lengths . . . . .	17 00			
	Bridge Plank 3 in. and 3 1/2 in. all lengths . . . . .	21 00			
	Of one length add \$2 . . . . .				
	1 in to 2 in log run (No. 3 Common out) . . . . .	14 00			
SOFT MAPLE	1 in. . . . .	24 00	11 00	10 00	7 00
	1 1/4 in. and 1 1/2 in. . . . .	26 00	16 00	10 00	7 00
	2 in. . . . .	28 00	16 00	10 00	7 00
	2 1/2 in. and thicker . . . . .	30 00	20 00	15 00	10 00
	1 to 2 in log run (No. 3 Common out) . . . . .	16 00			



### New Orleans Lumber Exporters' Association.

The New Orleans Lumber Exporters' Association met in the Hibernia Bank building on Jan. 26, at 8 p. m.

The committee on by laws, consisting of W. A. Powell, Oscar Gartner and Ludwig Haymann, submitted their recommendations for constitution and by-laws. The various articles submitted were discussed and adopted, with some amendments. The objects of the association are therein set forth, as follows: "This association is formed for the purpose of improving the conditions relating to the business of exporting forest products, and of affording to its members all the facilities, advantages and protections derived through coöperation."

An initiation fee of \$25 was decided upon. The dues are to be \$50, payable semiannually in advance. It was further decided that a board of seven directors be formed, which should elect a president, vice president, secretary and treasurer annually. Railroad, maritime, arbitration and complaint, and grading committees will have charge of those respective branches of the work. In the board of directors will be vested the power to employ a competent commissioner or claim agent, who will devote his entire time to the work of the association. The membership roll will be enlarged by the addition of other New Orleans exporters than those at present identified with the movement, and an attempt made to interest and enroll exporters in various parts of the South.

The session was a very enthusiastic one, and the outlook for the association's success is excellent. Another meeting will be held in the near future.

### Big Clothes-Pin Factory at Custer, Mich.

The blood and sinew, as it were, of the little village of Custer, in Mason county, Michigan, is the plant of the Custer Manufacturing Company, known as the "pin mill." Marshall Brayman, president and manager, built the first mill at Custer in 1882, which was rebuilt after the fire five years later. The mill started in 1887 with four pin machines and at present there are twelve of these machines in operation, with capacity for turning out 48,000 dozen clothes pins in ten hours. Beech is the timber used, and the big logs are first cut into six-foot lengths by a drag saw, then sawed into boards. The boards are cut into square strips, then are fed through another machine with nineteen saws, cutting the strips into lengths of four inches, the size being now suitable for turning into a pin. The little sticks are elevated to the third story and dropped into a hopper, which feeds the turning and slotting machines. Finally the pins are carried to the tumbler, where the friction scours and smooths them ready for packing and market. The company has on hand at present more than 400,000 feet of timber and the mill will be operated steadily through the winter. The Custer mill and a pin mill of equal capacity in West Virginia rank as the two largest plants of the kind in the world. The Custer plant has warehouse room for storing 33,000 boxes, or 1,980,000 dozen clothes pins. A general store and meat market, with four clerks, are also operated by the company at Custer.

### New Concern at Clarksville, Tenn.

Recognizing the many advantages of Clarksville, Tenn., C. E. Dewes, A. J. Gilliland and A. H. Card, well known lumbermen of Nashville, have purchased the Whitfield sawmill property and will begin operations next week. The firm, which will be known as the Clarksville Hardwood Lumber Company, is capitalized at \$15,000, and will be operated on a large scale. It is also part of the new company's plans to install a box factory. Factories in Clarksville use, it is said, 400,000 boxes annually and a factory to manufacture these has long been needed. The timber which has heretofore

been shipped to other places for manufacture will now be sawed at Clarksville, and made up into useful articles.

Messrs. Dewes and Gilliland are capable men, who are well able, both financially and otherwise, to carry out their proposed plans.

### Advance in Cypress Prices.

The Southern Cypress Manufacturers' Association has advanced prices on various items of cypress over the list of Dec. 20, as follows: All items of tank stock, firsts and seconds, selects, No. 1 shop, No. 2 shop and selected common, \$2; all finishing lumber, \$2;  $\frac{3}{4}$  and  $\frac{1}{2}$  inch ceiling, \$1;  $\frac{3}{4}$  ceiling and worked flooring, drop siding, molded casings and base, \$2; all short ceiling, flooring and wainscoting, partition and molded casings, \$2; bevel siding, \$1; short turned stock, \$1; panel stock, \$1; window and door frame stock, \$2; 4-foot and longer short lumber, \$2; all No. 1 and No. 2 common, \$1; Byrkit's sheathing lath, \$1;  $\frac{3}{4}$  lath, 25c, and  $\frac{1}{2}$  lath, 50c. There are no changes in any other items.

### Wood Industries of Thomasville.

Thomasville, N. C., a thriving town of 3,000 population, boasts an industrial plant for every 200 inhabitants, a proportion which is excelled by few towns in the country. Many are wood-working enterprises and there are safe, chair, dresser and chiffonier factories, table, machinery, spoke and handle plants, and flour mills. Of the sixteen plants, seven are chair factories, which during the year 1905 turned out over 1,000,000 chairs. One of the new companies, the Thomasville Chair Company, established during the past year, has a capital stock of \$20,000 paid in, and John T. Cramer and G. A. Allison are the principals of the concern.

### Miscellaneous Notes.

Messrs. Pickard and Mott of La Porte, Ind., have lately engaged in the manufacture of picture frames at that place. About twenty men will be employed.

Hardwood lumber and cypress shingles will be manufactured by the Culver Company, recently organized at Sedgwick, Ark., with a capital stock of \$25,000.

W. E. Davis has installed a new plant at Point Pleasant, Mo., for the manufacture of oak, ash, hickory and elm squares. The capacity is about 5,000 feet a day.

A tract of 15,000 acres of timber land in Virginia will be developed by the Elkhorn Stave & Lumber Company, articles of incorporation for which will be filed shortly.

The Goshen Veneer Works, Goshen, Ind., is settled in its new factory, which provides ample room and excellent facilities for handling its large business expeditiously.

Capt. John F. Dearborn, who conducted a spool factory at Bryant's Pond, Me., for many years, died at his home in that city on Jan. 27 after a long and serious illness.

The Mendenhall Stave Company has been organized at Fort Wayne, Ind., with a capital of \$10,000. A. T. Vall, Amos Mendenhall and Clem C. Wasson are the incorporators.

Charles L. Clough, formerly of the lumber firm of Wiedman & Clough, Marinette, Wis., has engaged with a brother in the manufacture of hemlock and hardwoods at Warren, Pa.

The American Woodworking Machinery Company, New York City, has bought ten acres of land at Gates, Long Island, N. Y., where a plant will be erected some time in the future.

A shuttle factory is being erected at Decatur, Ala., by J. W. Pace, who hopes in time to make it one of the largest of its kind in the country. Dogwood and beech will be the woods most used.

The Butter Tub & Tank Factory of Storm Lake, Ia., will be run at its full capacity during this year—1,000 tubs daily. At a meeting of stockholders recently, the former officers were reelected.

The Batesville Lumber & Veneer Company of

Batesville, Ind., is one of the latest concerns to add its name to the constantly increasing list of veneer producers. It is capitalized at \$20,000.

Fire in the Lutke Showcase Manufacturing Company's factory at Portland, Ore., destroyed hardwoods, plate glass and other material, also machinery to the value of \$50,000. But little insurance was carried.

The Haggerty Mantel Company of Morgantown, W. Va., capitalized at \$75,000, will manufacture hardwood mantels, interior marble fittings and trimmings, and plumbers' supplies for all classes of buildings.

Arnold Wittlin of Ellington, Wis., recently sold to Manser, Renner & Graef at Appleton four fine white oak logs. They were solid and nearly fifty feet long and brought \$50 per thousand feet of lumber contained.

J. D. Hills, who has been local manager for the McDonough Manufacturing Company of Eau Claire, Wis., recently severed his connection there and now is associated with the Seattle branch of the Allis-Chalmers Company.

The J. W. Willis Lumber Company of Washington Court House, O., recently sold to Semon Bache & Co. of New York, 180 large walnut logs, or nine carloads. The lumber was shipped from their yard at Washington Court House.

A wholesale business in hardwoods, with a specialty of mine timbers, will be carried on by the Hood Lumber Company, incorporated at Bridgeport, O., with a capital stock of \$25,000. Offices have been leased in the Oglebay block.

The Standard Manufacturing Company, Appleton, Wis., reports an active season. It finds that the demand for high-grade office and bar fixtures has increased to such an extent that next spring the concern will enlarge its plant considerably.

Garvin, I. T., is soon to have a new \$75,000 veneer plant, which will cover two acres of ground. Operations will begin on the mill within three months, and already the electric light and waterworks are being built and a spur track laid.

The Hume Cooperage Company's plant, said to be the second largest in the United States, was sold recently by order of court for \$12,000, T. S. Burnham, supposedly representing Hiram Blow & Co. of Louisville being the purchaser.

The entire output of the next three months of S. A. Wellman & Co.'s cant-hook and broom-handle factory at Boardman, Mich., has been sold. The mill is now being operated to the limit of its capacity, turning out stock to fill orders.

The Dryden Lumber Company, Dryden, Ark., has been incorporated with a capital stock of \$5,000. The company has a plant with a capacity of 10,000 feet per day. Oak lumber will be manufactured principally, also some hickory.

The Northern Hoop Company is operating the old sawmill in the village of Burgoon, O., to its full capacity, employing a force of forty men. It is reported that a veneer factory will be started up there shortly which will boom the town considerably.

W. H. Coleman & Co. of Indianapolis, Ind., have purchased a plot of ground at Houston, Miss., near the crossing of the Mobile, Jackson & Kansas City R. R. and the Mobile & Ohio, where they will begin the erection of a heading factory at an early date.

The Lignum-Vitae Supply Company, Manhattan, recently incorporated with \$10,000 capital, will handle logs, lumber, timber and veneer. H. M. Hobart, George F. Talladay and John S. Hamilton, all of New York City, are promoters of the enterprise.

James A. Hunt, president of the Grand Rapids Stave Company, Grand Rapids, Mich., died suddenly of apoplexy last month at the age of 61 years. He was one of the city's most esteemed residents and his death was keenly felt by a large number of her people.

The Buchanan Cabinet Works of Buchanan,



Mich., which were destroyed by fire recently, is being rebuilt. The buildings will be of brick and first class in every respect and will cost \$8,000. The Michigan Central is building a spur track up to the site of the proposed plant.

The American Butter Dish Company of Traverse City, Mich., will commence operations in its new factory March 1. John S. Benedict of Chicago is president and treasurer of the company; John F. Ott of Traverse City, vice president, and C. J. Bartell of Chicago, secretary.

One of the dry kilns at the I. Stephenson Company's plant at Wells, Mich., was destroyed by fire last month. The kiln was used only during rush seasons, so that its destruction will in no wise interfere with operations. The loss is covered by insurance, and the kiln will be replaced immediately.

The Anchor Mills, Memphis, Tenn., manufacturers of bobbin stock, are making inquiries regarding coast dogwood, with a view of ascertaining the possibilities for locating on the coast. Coast dogwood has not hitherto been regarded of scarcely any value, as the trees are too small for lumbering purposes.

H. O. Coughlan, John R. Turner and H. Stafford Mantz are the incorporators of the American Creosoting Company of Jersey City, N. J., capitalized at \$250,000. The company will creosote lumber and timber for paving, piling, railroad ties, etc., and manufacture chemicals for rendering fabrics non-inflammable.

The Pittsburg & Southern Veneer Manufacturing Company has been incorporated with a capital stock of \$500,000 by G. M. Neagley, E. Kern and W. G. W. Taylor. The company will be located at 147 East State street, Trenton, N. J., and besides manufacturing veneer will buy and sell timber, farming, grazing and other land.

The Ohio & Tennessee Lumber Company, Alliance, O., has been incorporated with a capital stock of \$50,000. The company is putting in a mill at Fulton, Tenn., on the Mississippi river, and will establish a wholesale yard at that point, where it will be prepared to fill orders in oak, cypress, gum, hickory, beech and maple.

The Veneer Box & Panel Company, Greenville, Me., will rebuild its mill destroyed by fire last summer. The main building will be 100x350 feet, and for 112 feet of its length it will be two stories high, the remainder one story. The power house will be 50x50 feet, and 250 horsepower will be generated for driving the mill machinery.

The Union Handle & Manufacturing Company of Ashley, O., has leased a plot of land just north of that town on the railroad and will soon commence the erection of a factory thereon. Modern machinery will be installed and numerous labor-saving devices added which will greatly increase the company's output and augment the number of factory hands employed.

The gift of 15,000 acres of land, known as Manitou Park, and valued at \$150,000, which Gen. W. J. Palmer and Dr. W. A. Pell made to Colorado College, is for the establishment of a school of forestry. The land is located about twenty miles from Colorado Springs, is about two-thirds covered with forest growth and contains a fine hotel and a number of cottages.

D. N. McLeod of Newberry, Mich., has closed a contract with the owners of the sawmill located at Rex, on the Soo line, to manufacture the timber he is cutting on his tract located about ten miles southeast of Newberry. Mr. McLeod is operating a crew of sixty men and is taking off all the timber, which consists of hardwood, birch, hemlock, cedar and pulpwood.

Commissioner Whipple of the New York state forest, fish and game commission has brought suit against S. T. Coykendall of Rondout, president of the Ulster & Delaware railroad, to recover the penalty of \$10 per tree on 231 hardwood trees which it is asserted Coykendall cut from state land in the Catskill preserve in the

construction of a private roadway to his private preserve.

A valuable addition to the large number of woodworking industries in Portsmouth, O., will be the Wait-Fuller Cabinet Company, which is erecting a number of buildings and expects to begin operations about March 1. The main factory is a brick structure, 140x90 feet, and the wareroom 120x70 feet. The factory has an ideal location, being convenient both to the river and railroads.

At Aberdeen, Miss., the Aberdeen Furniture Manufacturing Company, recently incorporated with \$50,000 capital stock, will shortly begin the erection of its plant. A machine room, two stories in height, 60x200 feet in dimensions, and a warehouse and finishing room, two stories high, 50x200 feet, will be constructed at an estimated cost of \$35,000. Medium grade chamber suits and sideboards will be manufactured.

George H. Dickerson of Terre Haute, Ind., has just closed a contract with the American Car & Foundry Company to furnish a large quantity of car oak within the next three months. The deal was made by Purchasing Agent C. A. Layman for the company, and the lumber, which is to be used chiefly in the construction of box cars, will be shipped to Chicago. The material will be procured in Illinois and southern Indiana.

The McCulloch-Kuhn-Atkinson Company, with offices at 218 Lumber Exchange, is a new firm in the sash and door field at Minneapolis, Minn. Warehouses have been established and they are replete with a line of high grade stock, including everything usually carried by a modern sash and door concern. The company will also handle hardwood interior finish and will be in position to supply everything in the line of odd work.

A tract of 4,200 acres of heavily timbered land located in Gregg county, Texas, was recently purchased by J. L. Wright, Author & Meeker, James Moore, Charles Burnside and I. F. Pritchard, all of Illinois, the consideration being \$21,000. The area contains about 7,000,000 feet of hardwoods, also 1,000,000 feet of pine. It is near a railroad and the purchasers will erect sawmills and begin the work of developing at once.

Richards & Morrison of Herkimer, N. Y., have just completed the purchase of a tract of land, comprising about 4,000 acres of splendid timber, on which they will begin operations in the spring. They will build a modern steam mill on the tract and will manufacture all kinds of hardwood novelties, such as brooms and saw

handles, clothes-pins, etc. The hardwood will be cut into lumber in the mill, while the soft wood will be available for pulp.

The Acme Handle Company, recently organized at St. Louis, has purchased the plant of the Acme Handle Company of Bierne, Ark. The factory is located on the main line of the Iron Mountain railroad in what is conceded to be one of the best hickory timber districts in the country. New machinery has been installed, materially increasing the capacity of the plant, which will manufacture axe, sledge, pick and hammer handles of ash and hickory.

A. W. Brown of Alpena, Mich., has sold his excelsior plant to Frank A. Richardson. This deal includes the plant, containing a two-machine mill, and all the stock. The new Richardson business has since been absorbed by the Michigan Veneer Company, of which R. H. Rayburn and W. H. Campbell are the principals. The new company will be known as the Michigan Veneer Company, Inc., and Mr. Richardson has been taken in as a third stockholder.

The Dare Lumber Company, Binghamton, N. Y., capitalized at \$900,000, will soon build a sawmill upon its extensive property in Dare county, North Carolina, consisting of 100,000 acres of pine, juniper, cypress and gum timber lands. The mill will have a capacity of 100,000 feet per day. A lathe mill and shingle mill will also be built. It is said that this company is in the market for skidders, two twelve-ton locomotives and narrow gauge equipment for logging and lumbering operations.

A Johnstown, Pa., paper states that one of the largest timber deals made in the section for many years was consummated recently, when 400 acres was transferred to C. E. Specht and H. C. Cook by Philip McCaffrey and the McCaffrey estate. The consideration is said to have been \$40,000. The tract is located in Pine township, Indiana county. It is estimated that the timber will cut 6,000,000 feet of oak and hemlock, and is one of the largest tracts of virgin timber in the Keystone State.

At the annual meeting of the Hardwood Company, Greensboro, N. C., Capt. Neil Ellington was elected president; C. D. Benbow, vice president, and O. C. Benbow, secretary and treasurer. The board of directors remain the same. The affairs of the company are in very satisfactory condition. During the coming year new machinery will be installed, which will double the output. The concern recently acquired an extensive tract of timber land, and preparations are being made to handle a large business during 1906.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

The last issue of the HARDWOOD RECORD, containing as it did the complete reports of both the annual meeting of the Hardwood Manufacturers' Association of the United States and of the Indiana Hardwood Lumbermen's Association, not only involved a good deal of cost and labor, but very naturally resulted in some omissions as well as a few slight inaccuracies. An apology is due J. V. Stimson, the well-known hardwood manufacturer of Huntingburg, Ind., and Owensboro, Ky., who was prominent in both meetings, and who delivered an especially valuable address at the Indianapolis meeting, for not making specific and commendatory reference to it and for the omission of his portrait from both reports. The RECORD is also chagrined at the omission of the portrait of W. H. Dawkins of Ashland, Ky., who was present at the Manufacturers' meeting and is one of its most loyal supporters, and who occupies a very prominent place in poplar production. There are doubtless others to whom the RECORD owes apologies, but it wants them all to be

lieve that the oversights were not intentional, and of omission rather than commission.

It is announced that Sam E. Barr of New York has withdrawn from the Barr & Mills Company of Zanesville, O. Hereafter the company will devote its time to its western interests, with headquarters at Zanesville, while Mr. Barr will engage in business on his own account, with offices in the Flatiron building, New York.

The sixteenth annual meeting of the Illinois Lumber Dealers' Association will be held at the Sherman house, Tuesday, Wednesday and Thursday, Feb. 13, 14 and 15.

The J. S. Hoskins Lumber Company, dealer in piling, hardwoods and ship timber at Baltimore, advises the RECORD that it is located in new offices at 1102 American building, Baltimore.

Hoo-Hoo is to have a great show at Huttig, Ark., at the Opera House on the evening of Feb. 24. In addition to an elaborate concatenation, Bolling Arthur Johnson, Seer of the House of Ancients, will deliver his stereopticon lecture on the Passion Play of 1900. All good Hoo-Hoo will take notice, and those who can



"meet up" at Huttig on the date named will be gladly welcomed.

E. C. Mershon, manager of W. B. Mershon & Co., of Saginaw, Mich., the well-known resaw manufacturers, spent several days in Chicago last week, and incidentally called on the HARDWOOD RECORD. Mr. Mershon was here in attendance upon the taking of testimony in the now famous band saw patent case of W. B. Mershon & Co. vs. the Berlin Machine Works.

Jesse W. Thompson, of the J. W. Thompson Lumber Company, Memphis, was in town last week on a sales expedition.

N. A. Gladding, secretary and sales manager of E. C. Atkins & Co., Inc., the big saw manufacturing house of Indianapolis, was a welcome caller at the RECORD office on Tuesday. Mr. Gladding was just in from a visit to the company's New York branch house, and left Chicago the same day of his arrival for a trip to Denver. He reports that even after doubling the capacity of the big Indianapolis plant, the house is completely swamped with business.

Lewis Doster, the energetic secretary of the Hardwood Manufacturers' Association of the United States, was in the city last Saturday in conference with President Wilms.

John N. Penrod, president of the American Walnut Company of Kansas City, gladdened his Chicago friends with a call a few days ago. Mr. Penrod has spent so much time in Europe during the past year that he has been rarely seen in Chicago. He reports walnut conditions abroad as very much improved and says that there seems to be a renaissance of home walnut demand.

Wm. J. Wagstaff, reputed to live at Oshkosh, dropped into the RECORD office a moment on Monday to announce that Wisconsin hardwoods had advanced in price and that trade was "bully."

E. J. Young of the big hardwood house of Brittingham & Young, Madison, Wis., was in town a few days this week on business for his concern.

C. S. Bacon of the Bacon Lumber Company of Grand Rapids, Mich., spent a few hours in Chicago on his way back to his headquarters from the oak flooring trade as very active and that a trip to his hardwood operations at Tremont, La.

D. S. Hutchinson, manager of the Nashville Hardwood Flooring Company, illumined the RECORD office on Tuesday. Mr. Hutchinson reports his company has increased its equipment materially in an attempt to keep up with orders.

#### Boston.

Jasper F. Pope, one of the best known lumber dealers in Massachusetts, died at his home in Beverly, Mass., Jan. 27. While in a barber shop he was taken ill and was removed to his home where he lived but two hours. Apoplexy was the cause of his death. Mr. Pope had conducted a lumber business in Beverly for many years, and for several years was associated with his son, Jasper R. Pope, under the firm name of J. F. Pope & Son. Mr. Pope was 74 years of age.

Bent E. Horton of North Clarendon, Vt., died recently at the age of 58 years. Mr. Horton has carried on a general lumber manufacturing business for 25 years.

The Metropolitan Lumber Company has been incorporated with a capital of \$2,000. The incorporators are Norman J. MacGaffin, Anna Moriarty and Lawrence E. Lassen.

The Maine Spool & Wood Turning Company has been incorporated at Augusta, Me., with a capital of \$100,000.

The birch mill owned by Russell Bros., Estes & Co. of Farmington, Me., has been destroyed by fire, causing a loss of about \$3,500. The plant was not insured. It will probably be rebuilt.

The Deerfield Lumber Company has been organized with a capital of \$200,000. The chief factors in this company are William H. Wood of W. H. Wood & Co., Cambridge, Mass., and

A. N. Blandis of Bath, Me. These gentlemen have purchased 16,000 acres of timber land and secured the stumpage rights on 8,000 more in the towns of Wilmington, Somerset, Learsburg, Marlboro, W. Dover and Glastenbury of Vermont. This property was owned by the Deerfield River Company. The latter company, of which Moses Newton of Holyoke, Mass., is president, and M. A. Brown of Wilmington, Vt., is treasurer, will hereafter conduct only a wholesale lumber business.

C. S. Wentworth of Chas. S. Wentworth & Co. reports a good volume of business. Mr. Wentworth returned last week from a trip to New Brunswick.

Max Kosse of the K. & P. Lumber Company of Cincinnati, Ohio, was in Boston last week. He reported but little lumber ready to ship, but stated that he expected to get out a large lot this spring.

Frank Lawrence of Lawrence & Wiggin says that the outlook is that northern hardwoods will be very scarce and prices firm, owing to the scarcity of snow in the woods. The car shortage has also tended to make spot stocks firmer.

James R. Hall of the Hall Lumber Company has returned from a trip to New Brunswick.

The Ritchie & Ufford mill at Greensboro, Vt., has been destroyed by fire, causing a loss of about \$12,000.

The new woodworking plant of A. N. Booth of Worcester, Mass., has been started up. Mr. Booth will get out builders' finish.

The Stamford Lumber Company of Stamford, Conn., recently incorporated, has absorbed the Frank Miller Lumber Company of the same city.

#### New York.

E. M. Terry, for many years associated with Price & Hart, was elected secretary and traffic manager of the National Lumber Exporters' Association at its annual meeting in Washington, D. C., last week to succeed Elliott Lang, resigned. Mr. Terry is thoroughly qualified for the work he has taken up.

News has just reached here that as a result of a conference last week at Ottawa, Can., between the railroad officials and the Ottawa Valley lumbermen and several New York shippers, the rail lines have agreed to maintain the measurement rate basis (so much per thousand feet B. M.) from Ottawa Valley points to New York for 1906.

C. O. Shepherd, local manager of the Emporium Lumber Company, large hardwood producers of Pennsylvania, reports that his company has just purchased the big holdings of the Silas Griffith estate in Vermont, 50,000 acres, and now controls over 250,000 acres of timber lands in Tennessee, North Carolina, Pennsylvania, New York and Vermont.

The principals in Willson, Adams & Co., one of the biggest houses in the district, have purchased an interest in the Cross, Austin & Ireland Lumber Company, the big Brooklyn retailers. It is not an amalgamation of the two houses, but simply an investment. At the same time it closely affiliates two of the first concerns in the market and is a most important transaction.

The Pennsylvania Door & Sash Company has given up its local office at 18 Broadway, making Philadelphia headquarters. C. E. Reeb, late representative, has formed a partnership with T. J. Dinkin, as Reeb & Dinkin, in the old office, and will handle a full line of pine, cypress and hardwood sash, doors and trim, with good mill connections.

R. W. Higbie, wholesaler and manufacturer, 45 Broadway, has finished up and closed his West Virginia operations and has just taken title to 30,000 acres of hardwoods, spruce and hemlock in St. Lawrence county, New York. He has formed the R. W. Higbie Company of Newton Falls to operate it, and associated with him are prominent Long Island bankers and experienced Adirondack lumbermen. A Clark mill of 40,000 feet capacity is being erected,

with six miles of railroad, and operations will start as soon as possible. The product will be marketed by Mr. Higbie's local office. The tract contains about 150,000,000 feet of timber.

The annual meeting of the Lumber Underwriters was held Jan. 18 with a big majority present. Total assets Dec. 31 were \$165,542, with surplus over all liabilities of \$95,159.51, to say nothing of the resources of the individual underwriters, each of whom is unlimitedly liable for all his fortune, if necessary, under the plan of operation. The underwriters' policy is really backed by about \$9,000,000.

H. M. Susswein, hardwood retailer of Manhattan, has sold a portion of his property there and has purchased a big piece of water front at Long Island City to which he will remove in the near future, after laying out the premises in a strictly up-to-date manner. He has also taken an interest in the new Unionport Lumber & Manufacturing Company, Unionport, Bronx, which is about to start in the trade and of which he is secretary.

Sam E. Barr, for the past year head of the local office of the Barr & Mills Company, Flatiron building, has sold his interest in that company and has engaged on his own account at the same location, as Sam E. Barr. He will handle a full line of hardwoods and maple



ERNEST M. PRICE, DECEASED, PRICE & HART, NEW YORK CITY.

flooring, being eastern agent for the Kerry & Hanson Flooring Company of Grayling, Mich. He has made a host of friends here, who will be glad to wish him still better luck in the future.

J. C. Turner, the cypress king, is on a trip to the South. Rumor has it that he has just purchased a big body of Florida timber at \$750,000.

T. S. Miller, manager of the hardwood department of the Stevens-Eaton Company, 1 Madison ave., is just back from a trip south where he corralled 5,000,000 feet. Just at the present time he is a little long on plain oak.

The C. F. Fisher Lumber Company, 1928 Park avenue, in addition to completely reorganizing the various departments of the business, has purchased a complete saw and planing mill which will be operated under the style of the Harlem Planing & Saw Mill. Mr. Fisher has an exceptionally fine outfit.

The Albemarle Lumber Selling Association, recently incorporated with office at 32 Broadway, will handle the tupelo gum, cypress and hardwood products manufactured by the Eastern North Carolina Timber Company, of Jamesburg, N. C.

The annual banquet of the New York Lumber Trade Association at the Waldorf, Jan. 23,



was the biggest and best yet. Two hundred and forty odd members and guests enjoyed one of the famous "Oscar's" dinners, followed by a brief speech by President J. S. Davis, and an evening of high class vaudeville. Many distinguished out-of-town association officials were present and everybody voted it a huge success.

John T. Dixon, the prominent hardwood manufacturer of Elizabethton, Tenn., and West Virginia, spent several days here last week. He is well satisfied with the hardwood situation.

Albert Steinbach, manager hardwood department of the Northern Lumber Company, Flatiron building, is just back from a southern buying trip and reports that he's well fixed.

Ernest M. Price, ex-president and chief organizer of the National Lumber Exporters' Association and one of the prominent figures in the hardwood and export trade, died suddenly at his residence in this city, Feb. 1. He was a partner in the local firm of Price & Hart, 18 Broadway, and is survived by a wife and three children. Mr. Price was a product of Baltimore, where he entered the hardwood field. He was for years associated with the operations of his brothers there, and about fifteen years ago came to this city to form a partnership with Walter T. Hart, which firm has been continuously identified since with the trade of the district, as one of the leading houses. Mr. Price was for many years and up to the time of his death, a trustee in the New York Lumber Trade Association and one of the charter members of the National Wholesale Lumber Dealers' Association and conspicuous in its upbuilding. He was an expert judge of hardwoods and highly esteemed both locally and abroad, where his firm enjoyed a large and valued constituency. His death came as a shock to his many friends and his loss is felt keenly. He was at the annual meeting of the exporters only last week in Washington, but on returning home was taken ill. He seemed to improve the early part of the week, but in the early morning of the first, expired suddenly.

### Philadelphia.

The fortnight just closed has proved in every way a favorable one to hardwood men of this city; business has been exceptionally good and diversions galore have been furnished by meetings of various trade associations.

The sudden death from heart disease of John Peart of Peart, Nields & McCormick at his new home in West Goshen, was a shock to the Philadelphia trade. Mr. Peart was sixty-five years old, but had always enjoyed the best of health. He had been identified all his life with the local lumber trade and his unexpected death is universally mourned. The business will be continued as heretofore by the surviving members of the firm.

The monthly meeting of the Lumbermen's Exchange was an interesting one. The Exchange placed itself on record as favoring the movement of the other trade associations to force the Pennsylvania railroad to abolish the rebate charge of \$10 for interchangeable mileage books. S. B. Vrooman, as chairman of the committee to attend sessions of the Interstate Commerce Commission in Washington in the interests of deepening the Delaware river channel, spoke at some length, reporting that success had attended the efforts in that direction and that the government would make the necessary surveys. Some sixty odd members of the Exchange attended the meeting and partook later of a luncheon served in the Bourse restaurant. The following applications for membership were received and will be voted upon by the full membership in accordance with a new rule: Soble Brothers, R. M. Smith & Co., J. R. Williams and M. W. Jones.

A number of Michigan retailers are due here this week. They are with a party of lumbermen from the Northwest who are making an annual excursion through the East

their destination being the national capital. H. L. Foot of Dennis Brothers, Grand Rapids, wrote A. S. McGaughan of this city to expect him and his traveling companions to seek the hospitality of the lumbermen of this city on a stop-over visit.

A. Williamson of Carter, Hughes & Co., Baltimore, was a visitor to this city recently, looking after special business interests.

Emil Guenther, one of the best known Philadelphia lumbermen, has been selected as a member of this city's reform campaign committee. The announcement is made during the absence abroad of Mr. Guenther, who has as his traveling companion Anderson Given.

Articles of incorporation were granted at the state capital last week to the Walton Lumber Company, Charleroi, capital \$50,000; to the Grain, Pump & Lumber Company, Philadelphia, capital \$25,000; to the American Box Company, \$10,000; and in Delaware to the Delta Lumber Company, with a capital stock of \$100,000.

The Rumbarger Lumber Company, Harrison building, has opened a branch office at 701 Keystone building, Pittsburg, Pa., under the management of O. T. Mann.

J. J. Rumbarger has entirely recovered from an attack of the grip which compelled him to defer a proposed trip to the South.

Among those who visited the Philadelphia trade during the fortnight were: W. W. Reilly of W. W. Reilly & Bro., Buffalo, N. Y.; H. H. Black of the Roos Lumber Company, Jamestown, N. Y., and W. H. Cole of the Little Creek Lumber Company, Greenbriar, W. Va.

F. W. Whiteman has resigned his position with Schofield Brothers to enter the hardwood business for himself, with offices in the Land Title building. Mr. Whiteman is so well known to the trade and so familiar with it that no doubt exists as to his success.

Hugh McIlvaine of J. Gibson McIlvaine & Co. is due home this week from an extended trip through the South.

Jerome H. Sheip of Sheip & Vandegrift has left for a tour of the southern timber regions.

I. M. Troth of the H. H. Sheip Manufacturing Company has cabled friends in the trade here of his safe arrival in Europe and assured them that he is having a first rate time.

R. F. Whitmer of Wm. Whitmer & Sons, Inc., made a trip to Pittsburg last week, looking after the interests of the firm in the western part of the state.

Frank C. Snedeker & Co. are building a new planing mill at their yards at Ninth and Tioga streets, to cost \$7,000.

The Emery Lumber & Coal Company, Williamsport, Pa., was incorporated Jan. 23 with a capital of \$50,000.

Eli B. Hallowell & Co., Harrison building, instituted suit in the local courts recently against Horace G. Williams, receiver of the Beaver Creek Lumber Company.

Jerome H. Sheip, vicegerent snark for the eastern district of Pennsylvania, announces that the next Hoo-Hoo concatenation will be held Tuesday, March 13.

### Baltimore.

Profound regret was caused here by the death in New York on February 1 of Ernest Melville Price, senior member of the hardwood firm of Price & Hart. Mr. Price passed away at his New York residence but the body was brought to Baltimore for interment. Mr. Price was born in Baltimore 48 years ago, and engaged in the lumber business at an early age. Fifteen years ago he removed to New York and established the firm of Price & Hart, which is one of the best known in the trade and has extensive connections.

Lumbermen here are considerably disturbed over an opinion handed down last week which holds that lumber is not included in minor privileges—in other words, that no permits for piling lumber on streets and other public thoroughfares can be issued. Until the ruling is upset by the courts it becomes the law of the municipality, and it will be necessary to remove the lumber piles now occupying parts of street beds. It is altogether probable that the matter will be brought up before the managing committee of the Baltimore Lumber Exchange at its next meeting.

The large lumber mill of William Whitmer & Sons of Philadelphia, at Wallman, Garrett county, Md., was completely destroyed by a fire which is supposed to have been started from the heating of the saw, on January 19. The loss is estimated at \$20,000, with no insurance. The plant will be rebuilt as soon as possible, as the firm has much standing timber in that locality.

It is reported from Marlinton, W. Va., that about 8,000 acres of timber land, three sawmills, fifteen miles of standard gauge railroad, a farm, a store with \$18,000 worth of goods, and about twenty-five houses, which make up the town of Boyer, W. Va., have been sold to J. W. McCullough of Friendsville, Md., and H. J. Wilmoth of Meyersdale, Pa. The purchasers will continue the manufacture of lumber, the standing timber being sufficient, according to estimates, to turn out about 100,000,000 feet.

David T. Carter of Carter, Hughes & Co., Union Dock, this city, is still away on his southern tour, visiting lumber mills and looking after business generally for his firm. He is extending his travels beyond the limit originally fixed, and is taking a comprehensive survey of the lumber trade situation.

In compliance with the agreement in the car stake equipment matter reached at the hearing before the Interstate Commerce Commission, Jan. 13, at Washington, representatives of the National Wholesale Lumber Dealers' Association and of the railroads met at the Willard Hotel, Washington, on Feb. 1. The meeting was held behind closed doors, the discussion continuing for hours, and was finally carried over to the next day. The second day's session ended without definite result and it was agreed to meet again in the near future.

The case of John L. Alcock & Co. was to have come up in the United States court here on Feb. 5, but another case was pending and it was postponed until Feb. 12. A number of witnesses, including officers of the National Exporters' Association, have been subpoenaed.

### Pittsburg.

Ben C. Keator of Fair & Keator is in Chicago. He finds jobbers very independent and his company is experiencing the usual difficulty in getting dry stocks.

The J. M. Hastings Lumber Company is putting in a new mill to cut 35,000 feet a day at Jacksonburg, W. Va., where its first tract of timber is about cut out. This operation is on an adjoining tract which will afford the company a big lot of fine oak and other hardwoods.

D. C. Stewart of the Stewart Lumber Company of Warren, O., is doing considerable business in hardwoods on the Western Reserve, especially in ash and hickory.

The Oliver Iron Mining Company, controlled largely by Pittsburg capitalists, has bought 18,000 acres of land contiguous to the Chicago & Northwestern railroad in Gogebic county, Mich., for about \$10 an acre. This gives the company over 200,000,000 feet of stumpage in that territory.

William Whitmer & Sons, Inc., broke all records at their Pittsburg office in January, shipping over 600 cars of lumber, or more than twenty-five per cent above the usual month's business. The call for oak and spruce is almost phenomenal for this season.



J. E. McIlvain & Co. report plenty of orders but a decided scarcity of stock. J. T. Penney is now in West Virginia on a buying expedition. The company reports bill lumber a little stiffer in price and is buying all the oak it can get along the lines of the B. & O. and its branches.

Robert Jenkins, Jr., of the West Virginia Lumber Company is at Latrona, Fla., enjoying automobiling. His associates find the market strong and see higher prices ahead for hardwoods.

The Tennant-Richards Lumber Company of Wilkesbarre, Pa., has started a Pittsburg agency with G. E. H. Skinner in charge. This company is a large dealer and manufacturer in hardwoods and has several mills on the West Virginia Central railroad.

The firm of Ziegler Brothers of Duquesne has changed its title to the Ziegler Lumber Company.

O. H. Babcock of the Babcock Brothers Company has returned from his tour through the Northwest and reports prices very firm and stocks badly depleted. Fred R. Babcock went to Washington last week to bring to Pittsburg the men who will speak at the Merchants & Manufacturers' Association banquet February 6.

The William H. Schuette Company has added to its force of salesmen William Bigge, Jr., who has been in the employ of Fair & Keator. The Schuette company is having an unusual demand for building lumber and predicts some early advances in prices.

W. H. Mace of the A. M. Turner Lumber Company, with Mr. Turner, has returned from Picayune, Miss., where they are conducting a big operation in the name of the Alliance Lumber & Manufacturing Company. Mr. Turner has gone on to the Northwest. The company is having a very profitable trade in car lumber, which is going at much higher prices than in the summer.

The R. J. Munhall Lumber Company is carrying a fine stock of hickory, walnut and cherry at its South Side plant in Wharton street.

The Rumbarger Lumber Company has sent O. J. Mann to Pittsburg to open up a branch office. Mr. Mann spent five years at the Rumbarger mills and ten more as a salesman and is a well posted hardwood man. His brother, J. R. Mann, will assist him in the Pittsburg office.

Flint, Ervine & Stoner are doing a nice business in cedar shingles, but report lath out of the market as far as actual business is concerned. J. B. Flint is still at the southern office of the company and R. H. Ervine returned last week from the Northwest.

J. J. Linehan visited the Cincinnati trade lately. He also dropped over to the company's plant at Wilhurst, Ky., which he found a little shy of logs on account of bad weather. The company reports the best grade of oak very scarce with prices tending upward.

J. I. F. Balsley, the new hardwood manager of Willson Brothers Company, made a long trip through Kentucky, West Virginia and Virginia in January. The mills, he reports, are sold up close, and says the general outlook for trade is fine. He reports, also, a better demand for ash from the Eastern manufacturers and a big call for building lumber.

A. J. Diebold of the Forest Lumber Company has returned from his Tennessee trip, and F. X. Diebold is back from West Virginia. They report considerable damage by flood, dry stocks very low, and mill owners extremely independent.

W. E. McMillan of the McMillan Lumber Company returned from a six weeks' stay at Bayard and Wilson, W. Va., where he has been superintending the company's operations. It has now over 4,000,000 feet of oak, both white and red, and chestnut at the mills. The

company recently secured one order for 1,500,000 feet of oak from a big Pittsburg company.

The C. P. Caughey Lumber Company is making mine supplies a specialty this winter and is finding it very profitable. J. H. Morgan recently made an extended trip in western Pennsylvania and closed up some nice transactions for the company.

D. L. Gillespie & Co. have been very busy at their Southern ports at Norfolk, Va., and Brunswick, Ga. E. A. Landan, who has just returned from those places, reports that the firm is shipping two shiploads a month of cypress ties and lumber to Cuba, also a large amount of piling. Mr. Landan says that the supply of labor is very unsatisfactory and that several times they have been delayed a week or more in loading vessels on that account.

J. N. Woollett, hardwood manager for the American Lumber & Manufacturing Company, has returned from a general trip of inspection through Arkansas, Tennessee, Kentucky and West Virginia, where he went in search of hardwood stocks. He bought 2,000,000 feet of oak in West Virginia for future delivery in the Pittsburg district. He found quartered oak in fair stock but says the supply of good chestnut is far below the demand.

J. G. Christe, Pittsburg manager for the Interior Lumber Company, announces that this firm is going into the manufacturing business at Oneida, Tenn., where it has operated a planing mill for some time. It is on the Cincinnati Southern railroad, where the company has a fine lot of oak and chestnut to cut. Mr. Christe finds the local trade very good with a big call for building lumber.

The H. C. Huston Lumber Company, through its secretary, J. H. Henderson, last week booked the biggest order for pit posts that has been announced by a Pittsburg firm in months, 200 carloads to be delivered in the next three months. The posts will be cut at the company's plants at Emme and Ohio Pyle, Pa., and are for one of Pittsburg's biggest coke companies. The January business of the Kendall interests broke all records, as did their cut of lumber at the Kendall, Md., plant last month.

J. W. McCullough, of Friendsville, Md., and H. J. Wilmoth, of Meyersdale, Pa., have bought a large tract of West Virginia timber and will commence cutting it in the spring.

T. W. Justus, of the Justus-Murphy Company of Parkersburg, W. Va., was a recent caller on the Pittsburg trade. He was formerly the lumber agent of the Baltimore & Ohio Railroad Company.

Frank M. Graham has bought 75 acres of very choice hardwood timber in West Virginia, making the last of a rather long chain of small purchases which he has consummated the last year. He is having a good inquiry for ties and poles for railroad and street railway uses.

S. English of Youngstown, O., has decided to start a mill in West Virginia. Mr. English has operated a mill at Claysville, O., for several years and is quite a dealer in oak and hardwood mill stuff.

The Cheat River Lumber Company is having a nice trade in hardwoods, chestnut leading in demand. It finds a steady call for the best grades of oak also, and predicts higher prices before spring. W. H. Herbertson has been in Ohio for a week looking over the retail trade.

E. C. Brainerd, hardwood manager for the Nicola Brothers Company, makes some interesting comments on the local situation and on stocks in Cleveland, where he has spent half his time since the death of Will Wright Nicola, on January 10. At the Cleveland yards the company is having all it can do in orders for mixed cars. Oak mill stuff, Mr. Brainerd says, is in excellent demand.

H. W. Henninger, president of the Reliance Lumber Company, is in the Northwest. The company announces a strong call for oak and a stiff market in all lines of West Virginia hardwoods.

The Pennsylvania Lumber Company has got fairly under way at Marion, Va., where its Pittsburg manager, F. K. Bradshaw, recently went to look after its new operation. Mr. Bradshaw was in Pittsburg a few days ago and announced a fine state of affairs at the Southern mill of the company. L. A. Buzard takes his place in this office.

#### Buffalo.

M. M. Wall has been to that favorite Michigan resort, Mt. Clemens, spending a week or two taking a general rest. Adirondack birch is now one of the specialties of the Buffalo Hardwood Lumber Company.

A local newspaper is running J. N. Scatcherd for Congress, in place of Col. Alexander, who has been in the place for several terms. There is no doubt of his ability, but there is doubt about his having the time and of his wanting the place.

O. E. Yeager reports a good lot of oak and poplar coming in from the South and a trade that demands all sorts of effort to get stock to meet it.

The roof is going on the new mill of the Hugh McLean Lumber Company in Memphis, and when the mill is done the promise is that it will run every day and not once in a while, which seems to be the case with some mills.

A. W. Kreinheder is back from Tennessee with a good report of his trip. He has under option for the Standard Hardwood Lumber Company a lot of good hardwood land and is now proving title.

H. A. Stewart is South again and when he comes home will have dug out for the firm of I. N. Stewart & Bro. a beautiful lot of 400,000 feet of cherry in assortment.

J. F. Knox has been south for several weeks, but is expected back soon with a fine lot of all sorts of southern hardwoods to follow him into the yard of Beyer, Knox & Co.

The yard of A. Miller is always full of good things in the hardwood line, which means that good sales are always backed by hard work in digging out new stock, mostly of southern hardwood, to take its place.

H. S. Janes has returned from his trip to the Mississippi valley in the interest of the Empire Lumber Company.

T. Sullivan & Co. are getting a lot of good birch in from Michigan this winter, of which they are making a specialty in place of some other hardwoods from that direction that have run rather slow of late.

G. Elias & Brother are so anxious to keep their stock of southern pine and other woods in that line up that they keep three buyers busy in the gulf states looking it up all the time.

#### Detroit.

Ald, William Moehler believes that a lumber combine threatens the city. He calls attention to the fact that only one firm bid on material to be furnished the department of public works. Prosecutor Hunt may take some action in the matter.

M. J. Thieson has bought near Sibley Quarry, below Wyandotte, Mich., a tract of timber land covering 260 acres for \$48,000. This land contains about 17,000,000 feet of elm, ash and hickory, and about 1,500,000 feet of white oak. The land was purchased from the Hammond estate. Mr. Thieson is a trunk and box manufacturer.

George McClure of the McClure Lumber Company, who has just returned from his mill at Eutaw, Ala., says there is a heavy demand for thick white oak all over the country, and thick maple and thick white ash are also popular. He says there is a



boom in farm wagons, implements, the building of street cars and the building trade, which should benefit lumber dealers greatly.

Arthur Doremus of Cairo, Ill., was in Detroit on a buying trip lately.

Andrew Ross, for forty years a prominent lumber dealer of Detroit, died during January while en route to the South for his health. He has lived in Dryden, Mich., for the past nine years.

John Tolfree and M. R. Gale of West Branch and A. W. Seeley and J. T. Phillips of Saginaw have purchased from the Sage Land Company, of Bay City, 13,000 acres of heavily timbered land in Ontonagon county. The timber is mostly hardwood, some 150,000,000 feet.

Ald. Albert T. Allan of the Fourth ward has been made general manager of the retail lumber branch of Vinton & Co.

#### Saginaw.

J. W. McGraw of Bay City has purchased 3,000 acres of hardwood timber land in the southeastern part of Oscoda county, estimated to contain 8,000,000 feet of timber. He will cut off the timber and convert the land into a sheep ranch. Mr. McGraw is cutting nearly a million feet of hardwood timber this winter in Ogemaw county. The logs will be converted into lumber by a large portable sawmill and the lumber shipped by rail to Bay City.

John J. Flood has started his sawmill at West Bay City and is cutting maple logs for W. D. Young & Co. He will also manufacture a quantity of hardwood lumber for Salling, Hanson & Co.

The plant of the Kerry & Hanson Flooring Company at Grayling, erected last year, is having a very successful run and will be stocked for a continuous run during the year, there being a very satisfactory trade in maple flooring.

Salling, Hanson & Co. are shipping a lot of maple lumber to the Thomas Forman Company's flooring plant at Detroit, where it is converted into flooring. The Grayling firm has an interest in the Detroit plant.

The Campbell-Brown Lumber Company is overhauling its sawmill at Bay City and getting ready to run. The company is receiving a lot of fine hardwood logs from the Mackinaw division of the Michigan Central. This company expects to manufacture 10,000,000 feet this year.

L. Borch and Ben Burbridge left Bay City Feb. 6 for Arkansas, where they are to look over a body of hardwood timber with the view of purchasing and engaging in the manufacture of hardwood lumber.

The Hargrave sawmill at Bay City is expected to start sawing hardwood about the first of March.

Kunzie & Dillingham's sawmill at Hawks, north of Bay City, is being stocked with hardwood and will start March 1 for a season's run.

Frank Perry of the Soo, who owns a large body of hardwood timber in that region, has leased the old Hall & Munson sawmill at Bay Mills for one year with the privilege of renewing it for five, and will start the mill early in April, as he is having timber cut to stock it.

The Bliss & Van Auken plant at Saginaw is making lumber right along. The Wylie & Buell Lumber Company has contracted to furnish Bliss & Van Auken 56,000,000 feet of logs, distributed over a number of years, at about 8,000,000 feet annually.

The Lobdell & Bailey Manufacturing Company of Muskegon lost nearly half its fire ten days ago, involving a loss of \$15,000. It was partially insured and is being rebuilt. The company is putting in a large quantity of logs.

The Briggs & Cooper Company, Ltd., did a heavy business last year and Mr. Cooper says conditions are now satisfactory and trade good.

In the logging districts the cold weather which made its advent Feb. 2 has been a fine thing. There has been more or less snow during the winter, but the temperature was so high the greater portion of the time that the ground was too soft to skid or haul logs satisfactorily and the marshes and swamps were not frozen. Things are now solid and logs are going in at a great rate, everybody being determined to make the most of the opportunity. It is expected that a large stock of hardwood will be secured owing to the good prices and demand for lumber.

S. G. M. Gates will bring down about 3,000,000 feet of hardwood logs to his Bay City mill. He is lumbering near Roscommon and also on the line of the Detroit & Mackinac railroad.

The mills of the Kneeland-Bigelow Company and the Kneeland, Buell & Bigelow Company at Bay City have contracted for all the hardwood stock both mills will manufacture this year except elm, birch and beech; all of the beech culls that will be manufactured this year have been sold for delivery to local parties. They are to be utilized for box shooks owing to the scarcity of pine. Not so long ago boxmakers thought only pine would make box shooks, but now they are very glad to get basswood, maple and beech mill culls and pay a good price for them, too. It is certain that more of this class of lumber will be utilized in box shooks this year than ever before.

The two mill firms referred to have contracted for maple and basswood at \$1 a thousand feet higher than the same stock sold at last year. Elm lumber has not advanced because of the low price and inactivity of the cooperage market.

#### Grand Rapids.

The Hon. Chas. W. Garfield, his wife, and Mrs. N. A. Fletcher have presented to the city 25 acres of valuable land, located at Burton and Madison avenues, to be used for public park purposes. Mr. Garfield's aged mother has also made a gift of \$6,000 to the city, to be used in the erection of a suitable lodge or pavilion in the park, and Prof. O. C. Simonds, landscape gardener of Chicago, has tendered his services in laying out the breathing place. Mr. Garfield is best known in recent years as the head of the forestry movement in Michigan, and it is his desire that the trees and shrubs planted in the new park shall be native to the state, forming an epitome of the flora of Michigan.

The Michigan Trust Company has made an inventory of the assets of the J. F. Quigley Land & Lumber Company, and it is believed there are sufficient funds to pay all debts in full. It is probable that Frederick C. Miller will be appointed as trustee.

W. D. Baker of Grand Haven succeeds G. W. Atwood as sales manager for Mann, Watson & Co. at Muskegon. Mr. Atwood resigned to engage in the lumber jobbing business at Mobile, Ala.

The Boyne City planing mill, which was destroyed by fire, will be rebuilt by G. M. Kerry & Son in the spring. Kerry & Son have also bought the small sawmill formerly owned by Homer Sampson, which will be operated also.

The Gorham Bros. Company of Mt. Pleasant, manufacturers of veneers, is considering several offers to remove to a new location. Cadillac, Bay City and Saginaw are said to have lines out for this concern.

The White Veneer Company has its new plant complete at Boyne City and the machinery will be ready for operation in March. About 30 men will be employed at the start and the plant has been constructed with a view to being enlarged in the future. Every machine is of

the latest type, with the roller system dry kiln, and the output will be used largely in furniture. Wm. H. White and his associates in the enterprise will push the veneer business with their usual energy and ability. James A. Rowan, formerly with Gorham Bros. at Mt. Pleasant, is superintendent.

L. L. Skillman has resigned his position as secretary and treasurer of the Longfellow & Skillman Lumber Company of Grand Rapids.

C. L. King & Co. will add a planing mill to their sawmill plant at Holland. The contract for the addition has been let.

C. L. Houseman of Muskegon is lumbering off the oak, cherry and pine timber of the tract known as the "Beechwoods," near Lake Michigan, and the logs are being hauled seven miles to Muskegon lake, whence they will be towed to the mill of Frank Alberts & Son for cutting. All the red oak that is suitable will be quarter-sawed. The beech and other timber in the tract of 230 acres was retained by the owners.

The Cadillac Lumber Company's new planing mill at Cadillac has been completed and is in first class order. This mill is one of the best equipped on the line of the G. R. & I. railroad and its specialty will be remanufacturing lumber in transit. The machinery is of the most approved type and the arrangement of the mill insures that stock can be handled with the least possible delay. The experience that C. D. Burrett has had in this line of work will assure first class manufacture and satisfaction to all customers.

The firm of H. E. Evans & Co. of this city has been succeeded by the Evans & Retting Lumber Company with a capital stock of \$75,000 of which \$56,000 is paid in. The company's offices are located in the Michigan Trust building. Howard E. Evans is president of the company, John W. McDonald vice president and J. L. Retting secretary and treasurer. The principal operations of the company are in West Virginia, where it has extensive hardwood holdings.

#### Cleveland.

The J. S. Walker Planing Mill plant at Ironton, O., has been secured by the J. W. Pierce Lumber Company and is now running to its fullest capacity on poplar siding, finish and moldings for the Advance Lumber Company of this city.

The West Virginia Timber Company of Charleston, W. Va., which is an allied concern of the Advance Lumber Company, has recently added to its large hardwood holdings 9,000 acres of oak and poplar timber on Twenty-Mile Creek, Nicholas county, West Virginia. Its railroad from the Vaughn mills has been extended sixteen miles through the timber. These mills are now running on full time on poplar and oak.

Henry C. Christy, general manager of the Advance Lumber Company, has just returned from a visit to Hot Springs, Ark. He has not fully recovered his health, but is much improved.

The Advance Lumber Company is sawing about 15,000,000 feet of hemlock at the Mussell mill near Bayfield, Wis. This stock is from the company's timber near that point. It has also purchased the Alpine cut of white pine for the coming year, which is being sawed at the Scott-Graff mill at Duluth, Minn.

The recent timber purchase of the Advance Lumber Company, jointly with the West Virginia Timber Company, near Sewell, W. Va., contains upwards of 100,000,000 feet of hemlock. This would indicate that the Advance Lumber Company will be a considerable factor in both white pine and hemlock in addition to its large hardwood business during 1906.

The King & Bartels Lumber Company is newly fixed in its new office building at 1355 Scranton Road, N. W., and is rapidly getting its new yard in shape. This yard has frontage of 700 feet on Scranton Road and the Cuyahoga



river and in addition to this the company controls some 1,500 feet of railroad dockage for transfer purposes. Hereafter the company will group a large quantity of both northern and southern hardwoods at this Cleveland yard for reassignment and distribution to its trade. Besides this it will ship considerable lumber direct from the allied house of the Kentucky Sawmill Company of Jackson, Ky., as well as from its Wisconsin yard.

George G. Roberts, the new manager of the hardwood department of the R. H. Jenks Lumber Company of this city, is making a record for his house, having bought and marketed an average of over 300 cars per month since last October, when he took over this branch of the business.

E. L. French, formerly in charge of the hardwood department of the R. H. Jenks Lumber Company and now in a similar capacity with W. A. Cool & Son, reports an excellent trade and a satisfactory increase in volume of business.

The Martin-Barriss Company is engaged in improvements in connection with its sawmill and lumber warehouses. The company reports an increased volume of business in mahogany and a very satisfactory trade in American hardwoods.

The new Worden Lumber & Manufacturing Company has its new interior finish mill completed and has already established a very satisfactory business locally as well as in a general trade throughout the country on fine hardwood doors and interior finish.

#### Indianapolis.

J. M. Pritchard of the Long-Knight Lumber Company has just returned from a ten days' trip through the South, where he went to look after the company's interests.

The Burnet-Lewis Lumber Company has just completed the work incident to putting its new lumber yards in North Indianapolis in readiness for occupancy. This branch of the company's business will be conducted under the name of the North Indianapolis Lumber Company.

The Kimbark buggy body factory at Elkhart, Ind., which has been idle since the assignment of S. D. Kimbark of Chicago several months ago, has been sold to E. S. Kiger of Chicago, who will resume operations by the first of March. Associated with Mr. Kiger in the purchase is Mr. Compton of West Virginia, who will come to Elkhart to manage the company.

The Mishawaka Folding Go-Cart Company of Mishawaka has filed articles of incorporation with the secretary of state. The company is capitalized at \$15,000 with Joseph Lorenzi, Ernest Timmerhoff, Charles A. Ostrum, Oscar Miller and Sara Church as directors.

The Cline-Tribolet Lumber Company of Bluffton was incorporated here recently with a capital stock of \$15,000; directors, Albert B. Cline, George J. Tribolet, Mary J. Cline and Abbie L. Tribolet.

The Pineda Lumber Company of Terre Haute, organized with a capital stock of \$20,000, will deal in lumber and other products of the Republic of Nicaragua. Directors are: William T. Hearn, Anna S. Hearn and Alvin M. Huggins, all of Terre Haute.

#### Milwaukee.

William Landeck of the Pake & Landeck Company was taken ill suddenly last week at Crandon, Wis., with inflammatory rheumatism and pneumonia. He was brought to Milwaukee Monday night in the private car of Supt. Quigley, his son George accompanying him on the homeward journey. Mr. Landeck, who is 74 years of age, is one of the oldest settlers of Milwaukee, where he has lived for sixty years. He is said to be slowly mending.

Relatives of Edward J. Morgan, an Oshkosh lumber salesman, have given him up for dead, all means to find any trace of him having failed. He was last seen at the Williams

house, Manitowoc. When he left he intended to take a train home, but failed to do so. Tickets which he held have not been presented, and his bank account remains untouched. He is a brother of T. R. Morgan of the Morgan Lumber Company, Oshkosh, who was shot and killed by a discharged workman some years ago.

#### Cincinnati.

The Cincinnati Lumbermen's Club held its monthly meeting and dinner, Monday evening, Jan. 6, at the Stag Cafe. At the business session a resolution was passed against the proposed change, by Congressional enactment, to the metric system of measurement. A. D. McLeod, of the C., H. & D. Railroad, spoke on the railroad rate regulation question from the standpoint of his business. He told many interesting things and was heartily applauded. Chas. F. Shield was admitted to membership. The meeting was well attended.

According to the compilations of the Building Inspectors' Department, there were 237 permits taken out during January for improvements estimated at \$250,835. For the same month last year 226 permits for \$140,480 improvements were granted.

The movement of lumber for January, according to the statistics of the Chamber of Commerce, was as follows: Receipts, 4,824 cars; shipments, 3,839 cars. This was an increase compared to the corresponding period in 1905, when receipts aggregated 4,614 cars and shipments 3,788 cars.

The United States Timber Company of this city has leased a large tract of land at Irvine, Ky., from Thomas Williams. The company will immediately erect saw, planing and veneering mills on the ground.

The Hyde Park Lumber Company, located at Hyde Park, a suburb, is erecting new sheds and making other improvements which will cost \$10,000.

M. B. Farrin, president of the M. B. Farrin Lumber Company, was elected a member of the Executive Committee of the Cincinnati Employers' Association at the annual election this month. Mr. Farrin, accompanied by friends, expects to leave for a long visit to the West Indies in several weeks.

The building occupied by the National Barrel Company at Augusta and Smith streets partially collapsed on Jan. 29, causing a loss of \$18,000, which was partially protected by insurance.

Clinton Crane of C. Crane & Co. is securing names to a petition which will be forwarded to Congress, asking for the improvement of the Guyandotte River in West Virginia for eighty miles up to the city of Logan. Mr. Crane says that \$800,000 will complete the entire proposed improvements. If the government refuses to act Mr. Crane and an unknown friend will clean the river out as desired, providing permission is secured. C. Crane & Co. own a large amount of timber land in the mountains of Kentucky and West Virginia, which they are anxious to float and cut, but they are unable to do this because of the condition of the Guyandotte river.

The F. & R. Weber Company of this city, capital \$30,000, was incorporated on Feb. 1 by Frederick Weber, Anthony Weber, Chas. A. Weber, A. G. Weber and M. Weber. They will operate a planing mill and conduct a general hardwood business on Colerain avenue.

The Ohio Milling & Lumber Company of Cincinnati has been formed by W. T. Lloyd, G. S. Avery, A. K. McCammon, H. A. Lloyd and N. G. Cover. The capitalization was placed at \$1,000, but this will be increased when the company starts in business. A location is being sought for the erection of a plant.

Leland G. Banning is home from a southern trip. He spent some time at his plant at Chattanooga, Tenn.

Thos. J. Moffett of the Maley, Thompson & Moffett Company, has been honored with the appointment by the mayor as one of the three

trustees for the University of Cincinnati. Mr. Moffett's name was selected from a large list and he has been widely congratulated.

The Nicola, Stone & Meyers Company of Cleveland, for which I. M. Asber is local representative, is negotiating for a site on McLean avenue, between Wistach and Liberty streets. The property abuts the Southern Railroad and will prove highly adaptable for yard purposes.

S. Bosken of the Cincinnati Hardwood Company has returned from a trip lasting two weeks through the hardwood districts of Kentucky and Tennessee. He made several important deals for his firm.

The Owl-Bayou Cypress Company has moved its offices to larger quarters at Laurel street and Central avenue. The old location was in the same square.

The Davis-Edwards Lumber Company of Gallia, capital \$10,000, was granted a charter on Feb. 6. The directors of the concern are John S. Davis, W. R. Edwards, D. S. Davis, T. S. Davis and E. L. Davis.

Schedules of assets and liabilities have been filed by the Borchering Lumber Company of this city, which was forced into bankruptcy recently. The liabilities were given at \$38,159.22. The assets were given as follows: Cash on hand, \$646.74; stock in trade, \$900; debts due on open accounts, \$3,906.43; stock in the Pica-yune (La.) Lumber Company valued at \$15,800; claims for \$200 against the Missouri & Pacific Railroad for a carload of lumber lost.

The Benjamin Evans Company, at present located on Broadway above 8th street, will build a new plant on Reading Road. The building they are now using has been sold, their lease having expired.

S. A. Conn and associates of Cincinnati have sold through J. W. James of Memphis, Tenn., 8,000 acres of white oak timber lands in Richland and West Parish counties, Louisiana, to Richey, Halstead & Quick of this city. It is estimated that the tract will cut 50,000,000 feet of lumber and the purchasers will commence developing the property in the near future. The purchase price was given as \$100,000.

M. B. Farrin has been appointed on the Committee on Financial Corporation Laws of the Ohio State Board of Commerce. The committee will meet at Columbus in a few weeks for the purpose of organization. Mr. Farrin is the only lumberman on the committee.

The Receivers' and Shippers' Association of this city will seek the enactment of laws by the state legislature which will give to the Railroad Commissioner greater power in passing upon charges of discriminations in rates. The local organization, which has among its members nearly all the hardwood firms in this city, is determined to secure an adjustment of the switching difficulties of which shippers so often complain.

#### Chattanooga.

For the third time in its history the planing mill of the Central Manufacturing Company, of which D. W. and W. B. Hughes are the principal stockholders, has been destroyed by fire. The residence of D. W. Hughes was also badly damaged. The loss amounted to about \$15,000, with probably less than half that amount of insurance. The plant will be rebuilt.

W. D. Ham has been awarded the contract by the Oliver-Stewart Company for furnishing 200,000 feet of lumber for the construction of the lock and dam at Hale's bar on the Tennessee river. The completion of this great power plant will require over 1,000,000 feet of lumber.

Ferd Brenner, president of the Ferd Brenner Lumber Company, is in Norfolk, Va., at the company's branch plant.

F. W. Kirch, formerly of George Grant & Co. of New York, has accepted a position with the Case Lumber Company as eastern representative.

Geo. Barber of Illingworth, Ingham & Co. of Cincinnati was here this week.

Fred Arn of the J. M. Card Lumber Company



and Ferd Brenner of Ferd Brenner Lumber Company attended the meeting of the National Lumber Exporters' Association, which was held in Washington, D. C., in January.

J. M. Card of the J. M. Card Lumber Company left recently to look after business in connection with a mill at Tuscaloosa, Ala., and to purchase timber supplies.

Capt. A. J. Gahagan recently celebrated the fortieth anniversary of his coming to Chattanooga. Many of the most prominent citizens of this section were his guests.

#### St. Louis.

The Thomas & Proetz Lumber Company reports an increasingly active call for nearly all the leading hardwoods. Ash, red and white oak and cypress are figuring pretty largely in their outgoing shipments these days.

Manager Keown of the International Hardwood Lumber Company states that this concern has made arrangements to take the output of oak and poplar of the Sherrod plant at Greensboro, Ala. The International Company has had quite a nice call for poplar of late.

The John F. Scobee Lumber Company succeeds to the business of John F. Scobee & Co., Mr. Scobee having purchased the controlling interest. A. R. Stevens, who retires from the firm thus dissolved, will engage in business for himself and is making arrangements to that end as rapidly as possible.

The Gram & Noser Lumber Company is the name of a new hardwood concern which has opened up for business recently at the Levee and North Market street. Thos. J. Noser and Frank J. Gram, the principals in the company, were formerly identified with local hardwood dealers, and are well known to the trade as capable men in their line.

S. C. Major of the S. C. Major Lumber Company, Memphis, Tenn., was among the recent visitors to the city.

Noah Drumm, for a long time connected with the local Lumber Exchange in the capacity of deputy inspector, has become inspector for F. H. Smith of this city.

A hardwood department will hereafter be quite a feature of the business of the O'Neill Lumber Company, with yards at Broadway and Gratiot street. Ralph Warner will have charge of this branch of the business. A complete and well assorted stock of hardwoods will be carried.

The new secretary of the Lumbermen's Exchange of St. Louis, to succeed L. M. Borgess, is Paul J. Davidson, a bright, energetic and capable young man who for several years past has been employed in various capacities by several of the leading local concerns. He is a hard worker and bids fair to prove popular in his new position. John R. Massengale of the Massengale Lumber Company has been made treasurer of the Exchange, and his advent to the office is hailed with much satisfaction.

The firm of Steele & Hibbard has added W. C. King to its traveling staff. Mr. King was previously identified with the King & Bartels Company of Cleveland and is a man who knows his business thoroughly. He will have a good strip of northern territory to work for this aggressive St. Louis concern.

#### Kansas City.

The big annual convention of the Southwest Lumbermen's Association, which was held on January 23, 24 and 25, brought together a very large number of lumbermen. The Kansas City wholesalers, with their accustomed cordiality, entertained their guests in an elaborate and enjoyable manner, and during the week devoted the most of their time to seeing that their customers had a good time. A. Tucker, representing the T. Wilce Company, Chicago, and D. S. H. representing the Nashville Hardwood Flooring Company, Nashville, Tenn., had headquarters at the Midland, where

they entertained their customers during the meeting.

A. H. Connelly has just returned from a ten days' trip to Arkansas and Tennessee mills, having made Memphis his headquarters while away. He says he never saw the hardwood mill country so full of buyers nor such a dearth of lumber in shipping condition. The mills are operating under difficulty owing to bad weather, and the active demand is making mill men very independent.

Jay Tschudy of the J. H. Tschudy Hardwood Lumber Company has been south among the hardwood mills for the past ten days, and expects to return to Kansas City about the 10th of the month.

#### Nashville.

Nashville is to have a new planing mill that will help to relieve the congestion that is reigning at present owing to the large amount of building. Henderson, Baker & Co. have bought a lot on the corner of First avenue, North, and Taylor street, and in the near future will establish a planing mill of some capacity. It goes without saying that the new enterprise will have all and more than it can do, like the rest of the planing mills in Nashville.

The principal carriage manufacturers of Nashville have perfected an organization and are holding regular weekly meetings at the rooms of the Board of Trade. Joseph L. Vogeley has been elected president of the organization; John J. Todd, secretary; J. H. Jamison, first vice-president; B. C. Stilz, second vice-president, and G. D. Greer, treasurer. The official name given the organization is the Nashville Carriage & Wagon Makers' Association. Local manufacturers believe much good will result by reason of this organization. They believe they will be not only of mutual benefit to each other but will help build up Nashville as a center for carriage and wagon manufacturing.

Quite an outpouring of prominent citizens from the Cumberland river valley was witnessed in Nashville last week, when three United States engineers granted a hearing, as representatives of the Rivers and Harbors Committee of Congress, with a view of ascertaining if further improvements on the Cumberland would be justified. Particular stress was given to the need of improvement on account of the poor facilities for getting lumber to the market. The vast stands of timber up the river were detailed, and it was shown that frequently lumber lay on the bank for a year or two awaiting transportation by boat. Sometimes it was washed away by freshets while awaiting transportation. Gen. G. P. Thurston, president of the Prewitt-Spurr Manufacturing Company, was one of the prominent lumbermen who appeared before the engineers and urged that the work of improving the Cumberland be pushed to completion rather than abandoned.

Lewisburg, Tenn., is to have a new industry, the Lewisburg Lumber & Manufacturing Company. The company will erect a band sawmill and planing mill and will engage in the manufacture of every kind of building material. C. E. Craig was elected president; T. C. Black, vice president; J. H. Alford, secretary.

Nashville men have incorporated a lumber company to do business in Memphis. The new firm is known as the Gayoso Lumber Company, with a capital stock of \$50,000. The incorporators are Messrs. John B. Ransom, A. B. Ransom, W. A. Ransom, R. T. Wilson and Charles C. Trabue. W. A. Ransom will manage the business in Memphis. It is understood that he will close out his business in West Nashville to W. A. Ransom & Co.

At a recent concatenation of Hoo-Hoo called by Vicegerent Snark W. A. Binkley of Middle Tennessee the following "kittens"

were made members of the popular order of lumbermen: C. E. Dewes of Nashville; J. H. Major, Lynnville, Tenn.; L. W. Benbow and C. H. Smith, Jr., Shelbyville, Tenn.; G. T. Parrish, Cedar Hill; J. H. Clinard, Adams Station; J. W. Vernon, Louisville; S. A. Frazier, Pulaski, and J. B. Joseph and F. L. Estes of Nashville.

John B. Ransom, Mrs. Ransom, Misses Mary and Elizabeth Ransom and Mrs. R. T. Wilson and baby leave soon for Palm Beach, Miami and Rock Ledge, Fla., for a stay of several weeks. They will be joined later by R. T. Wilson, son-in-law of Mr. Ransom. The party will probably go to Cuba before returning.

M. F. Green of the Davidson-Benedict Lumber Company has gone to Indian River and Rock Ledge, Fla., for several weeks of hunting and fishing.

D. June & Co., who operate a big sawmill, boiler and traction engine plant at Fremont, Ohio, are figuring on removing their plant to Nashville. James W. Miller, a representative of the company, has been in Nashville looking into the advantages offered by this place and he expressed himself as being most favorably impressed. The Nashville Board of Trade has taken the matter up.

A charter has been granted the Elder Carriage Wood Company of Franklin County, with a capital stock of \$2,000. The incorporators are W. S. Elder, G. S. Misner, H. M. Templeton, Dick Taylor and Geo. E. Banks, Jr.

L. E. Rooks, a prominent sawmill man of Humboldt, Tenn., is putting in a new planing mill in connection with his sawmill. He proposes to manufacture all kinds of finished stock.

Hamilton Love, the popular young lumberman who is a member of the well-known firm of Love, Boyd & Co., is confined to his home with an attack of grip. His many friends are glad to learn that his indisposition is nothing serious and that he will be out again soon.

The Glasgow Planing Mill Company of Glasgow, Ky., has increased its capital stock from \$5,000 to \$30,000. The mill will be more than doubled in capacity and a siding will be run to the plant.

Capitalists of Henderson, Ky., have purchased a large tract of timber land near Dawson Springs, Ky., and will erect a large planing mill.

The Milan Heading Factory, belonging to John J. Fuqua, has been burned. Three carloads of heading and a quantity of staves were destroyed. The loss is estimated at \$10,000 with only \$4,000 insurance.

Secretary of State John W. Morton has granted charters to two new lumber companies. The Dyer-Williams Lumber Company of Lauderdale county has a capital stock of \$7,000; incorporators: C. T. McDearman, W. B. Williams, T. N. and C. W. Dyer and E. H. Ferguson. The Dickson Spoke & Manufacturing Company is capitalized at \$10,000; incorporators: S. G. Holland, Pitt Hensley, J. E. Biggs, J. T. Holbrook, F. S. Hopkins, S. E. Hart and H. D. Hall. The principal place of business of the latter company will be at Dickson, Tenn., and the company will manufacture handles, spokes, staves and hubs.

Prominent Nashville men are among the purchasers of the Florence Wagon Works of Florence, Ala. From \$100,000 to \$150,000 additional capital is to be put into the new company. Among the Nashville men interested are A. H. Robinson, vice president of the American National Bank, and Johnson Bransford, a prominent land owner and capitalist.

#### Memphis.

The Lumbermen's Club of Memphis held a meeting at Hotel Gayoso last Saturday after-



noon at which a resolution was adopted favoring the metric system of measurement as the official standard of the United States, and urging upon Congress its adoption. It was pointed out that the metric system, which is in general use in Europe, where large quantities of American lumber are sold, since it is much finer in detail than the American system, would result in the saving of fractions which have heretofore been lost in the measurement of lumber under the American system.

At the same meeting the following financial committee was appointed to look after the money end of the annual convention of the National Hardwood Lumber Association which will meet at Memphis, May 3 and 4: R. J. Darnell, W. S. Darnell, F. E. Gray, S. B. Anderson and George C. Ehemann. The Lumbermen's Club looks for an attendance of between 300 and 400 delegates and is preparing to give them a royal reception and splendid entertainment.

J. J. Bruner, who has for some time been traffic manager for Bennett & Witte at Memphis, has resigned that position to accept a similar one with the E. Sondheimer Company.

J. R. Blair and C. R. Palmer will take charge of the western office of the L. H. Gage Lumber Company, located in the Scimitar building. Mr. Palmer, who has spent some time each year in the local office, will have charge of the inside management, while Mr. Blair will look after the mill at Earle, Ark., and other outside interests of the company. Mr. Blair has been at the plant at Earle for a number of years. F. E. Stonebraker, who was for a number of years western manager for the company, recently resigned to become president of the Crittenden Railway Company, which is building a line from Earle to Heath, Ark.

E. M. Terry, the newly elected secretary and traffic manager of the National Lumber Exporters' Association, succeeding Elliott Lang, resigned, reached Memphis yesterday and is now comfortably ensconced in the office of the association in the Tennessee Trust building. He was under the shadow of considerable personal bereavement over the death of Ernest M. Price of Price & Hart, with which concern he was connected before accepting the present position.

There will be an addition of 120 rooms to the Hotel Gayoso of this city through the widening of the Main street frontage to 65 feet, and the building of twelve stories facing on this street. The hotel is patronized largely by lumbermen who pass through the city and the increase in facilities will doubtless be much appreciated by them, as the accommodations have been inadequate heretofore. Contract for the work will be let within the next few days.

The Arthur Hardwood Flooring Company, recently organized here for the extensive manufacture of hardwood flooring, has made application for an increase in its capital stock from \$50,000 to \$100,000. The company is now erecting its plant in North Memphis and will be ready for operations within the next thirty to sixty days.

Judge Heiskell of the Chancery Court of Shelby county, has handed down a decision here to the effect that taxes cannot be collected for city, county and state purposes on logs brought into Memphis from other states to be manufactured into lumber. The decision came in the case of I. M. Darnell & Sons Company against the city of Memphis. The statutes of Tennessee exempt logs cut from Tennessee soil from taxation of the character described and it is held by Judge Heiskell that it is impossible to tax logs from other states without violating the interstate commerce regulations through discrimination in favor of one state as against others.

The Memphis Column Company, capitalized at \$50,000, is erecting a plant in North Memphis for the manufacture of wooden columns for building purposes. The company is chartered under the laws of Michigan and is officered as follows: R. Morrell, Benton Harbor, Mich., president; W. A. Preston of the same place, vice president; S. B. Anderson of the Anderson-Tully Company, Memphis; treasurer; W. E. Conroy, South Bend, Ind., secretary and general manager, and W. H. Berkeheiser, Benton Harbor, Mich., superintendent. The management has closed a deal for five acres in North Memphis on Wolf River and the Illinois Central and is already erecting the necessary buildings thereon. It is proposed to have the plant in operation within the next few weeks.

At a meeting of the directors of the H. Alfrey Company, recently formed here with a capital stock of \$400,000 for the manufacture of tight cooage heading, the following officers were elected: H. Alfrey, president; W. F. Alfrey, vice president; Chas. Hudson, secretary and treasurer. The company will operate five mills, four in Arkansas and one in Mississippi. It will be the largest company of the kind in the South.

John R. Goodwin is the complainant in an original bill filed in Chancery Court here against E. E. Taenzer and the Memphis Saw Mill Company, which is based primarily on the conviction of James Whims, in the Criminal Court, of feloniously cutting timber from the property of the complainant. The bill is filed for the purpose of securing \$2,000 alleged to be due complainant for timber which he alleges was purchased from Whims. It is claimed in the bill that the complainant notified the defendants that, in case they purchased timber from Whims, he would hold them responsible for the amount involved. A bill has been filed by Mr. Goodwin against W. H. Russe and George D. Burgess, in which the same allegations are made.

The Prescott Furniture Factory at Prescott, Ark., was destroyed by fire a few nights ago, entailing a loss of \$37,000, with insurance of only \$5,000, according to dispatches to the Memphis News-Scimitar. The fire, the origin of which is not known, spread to the planer of the J. A. Davis Lumber Company and burned this, causing a loss of \$5,000, with no insurance. The Prescott furniture factory had been in operation about four years, and was in prosperous condition.

The Farrin-Korn Lumber Company has removed its Memphis offices from 566 to 234-236 Randolph building.

A. F. Cook has retired as general manager of the Bliss-Cook Oak Company, the hardwood and oak flooring manufacturers of Blissville, Ark., but retains the position of secretary of the company. A. P. Bliss, president of the company, has assumed the position of general manager, and Howard Coles has been appointed superintendent.

#### Minneapolis.

E. Payson Smith of the E. Payson Smith Lumber Company, who has just returned from Memphis and Kansas City, says dry stocks of southern oak have practically vanished. Large buyers are on the ground trying to get supplies, but are having difficulty in finding anything, and prices are advancing every day. The trade in the Northwest is not alive to the situation, and is deferring its buying for spring use until March. Mr. Smith predicts that in March it will be practically impossible to find dry oak stocks in any quantity. Plain oak is selling at Memphis on a basis that would mean \$56 to the wholesaler, delivered in Minneapolis. The same condition prevails in other hardwoods, and gum has scored a decided advance in price. Mr. Smith is recovering from an attack of malaria which overtook

him in Missouri, obliging him to give up an intended journey to Alabama. He spent ten days at Hot Springs before he was in shape to return home. He will make the Alabama trip as soon as he is able. A. S. Bliss of the same company reports a good demand for northern stocks, and a short supply of everything but birch, which is still to be had in fair quantities.

C. F. Osborne of Osborne & Clark reports the retail yard trade holding up well. The demand at present is chiefly for wagon stock, and there seems to be an unusual amount of repair work going on this winter. The supply of stock is much below normal, and prices are firm.

Cull boards of any description now find a ready market among box manufacturers. Basswood culls have increased in price, and at \$15 are cheaper than pine, but the active demand has practically cleaned them out of the market, and dealers have little benefit from the advance.

A block of black walnut cut from an old fence post was the center of a reminiscent crowd the other day in the Lumber Exchange. It was sent to E. T. White of the W. W. Johnson Lumber Company from his old home in Illinois. Hardwood men mourn the days when black walnut was cheap as pine is now, and when houses and fences were made of roughly hewed walnut logs and poles.

P. R. Hamilton of the Minneapolis Lumber Company says his concern is finding a fair demand for stocks from the factory trade. Manufacturing conditions with them are now first class, and they are hoping to see the end of the logging season more successful than the earlier part.

The Hardwood Door Company was recently incorporated with headquarters in St. Paul, with power to do a general manufacturing and mercantile business. The capital authorized is \$20,000. H. W. Bogart is president and treasurer, and V. Hinrichs is vice-president and secretary.

W. C. Bailey, the well known hardwood dealer of this city, has returned to work much improved in health. He has gotten out a new form of price list covering his large assortment of yard stock.

#### Louisville.

The shaft and pole branch of the American Vehicle Wood Stock Association held a meeting at the Seelbach, Feb. 7, to discuss the business outlook. Like other people in the hardwood lumber world, they have been hampered some this winter in getting out raw material, and are also feeling acutely the advance in hickory and oak and have to struggle continually to keep prices of the finished product up where they can realize fair returns. Their organization has been a great help in this work, and it has a good man at its head, B. F. Von Behren of Evansville, Ind.; the secretary is C. F. Colville of Mt. Vernon, O.; the vice-president, W. Dann of Tullahoma, Tenn.

W. H. Hoskins is getting to be a yard-wide and all-wool expansionist. Not long ago, in addition to the sawmill enterprise here, he became interested in lumber operations in Arkansas, and now has bought the South Park hotel at a summer resort near Louisville. He is forming a company called the South Park Land Company, which is to improve the hotel and operate it. The company is incorporated with a capital stock of \$25,000.

W. D. Sturm of the Bell & Coggeshall Company says that within the last few weeks gum has gotten in line with advancing prices and has scored an advance of \$2 a thousand on common. He says the lumber trade is better than the box business these days. Their mills in Mississippi have an excellent demand for both gum and oak for export.

At the Voss Mantel Company's factory they are having more than they can do, and could



dispose of more mantels if they were able to turn them out with their present facilities. In fact, the mantel trade might be said to be booming.

Ed. Rhubeskys, 513 Columbia building, says he is getting a nice lot of inquiries for hardwood, especially plain sawed oak and poplar.

George N. Welch of the Monterey (Tenn.) Stave & Lumber Company says that they are manufacturing chestnut, poplar and oak and have no fault whatever to find with the demand at present.

J. L. Berry says that the Kentucky Railway Commission has ruled that the log rate basis shall be seventy per cent of the lumber rate, and be a straight rate given to all alike without rebates in the form of what is generally known as milling in transit terms. The effect of this ruling is to reduce the log rate slightly.

Albert R. Kampf has been taking on some additional timber tracts and is preparing to enlarge his sawmill operations. He finds the demand good for almost everything except quartered oak, which does not seem to have acquired the life it should be showing at the present time.

Manager Peters of the I. F. Force Handle Company, New Albany, Ind., says the export trade in hickory handles is good and that they have a good volume of orders from Europe, Africa and Australia, in addition to fair domestic trade.

#### Ashland.

William S. Frazier, who has been an employe of the Hermann Manufacturing Company for the past fifteen years, was married at Ironton, O., January 29, to Miss Mattie Carter, of Fallsburg, Ky.

J. L. White of Salt Lick, one of Bath county's lumbermen, stopped in this city on his way home from a business trip up the Big Sandy.

Joseph V. Thomas, who owns the Riverside sawmills in Savannah, Ga., is in Catlettsburg, the guest of his father-in-law, Jas. A. Kilgore.

Noah McKenzie, lumber inspector for the Hermann Manufacturing Company, is seriously ill at his home in this city.

L. Merrill, the well known timber dealer of Huntington, W. Va., has recently purchased an immense boundary of timber land not far from Pikeville, Ky., and during the past two weeks has installed sawmills on the tract, to prepare the timber for market. A large part of the timber will be cut into railroad cross-ties. On this tract, and another which Mr. Merrill recently purchased in Clay county, Ky., he will have timber enough to make more than half a million cross-ties, for which he already has contracted at a fancy price.

The International Hardwood Lumber Company, recently organized by local capitalists, has leased the plant of the Dimension Lumber Company, near Catlettsburg, which is being overhauled, new machinery placed and preparations made for the active operation of the mill. The company will manufacture oak flooring exclusively, and are assured of the sale of their entire output for more than a year to come. Mr. Smith, formerly of the Yellow Poplar Lumber Company of Kenova, is president of the concern; L. Merrill, vice-president, and F. R. Van Antwerp, secretary and treasurer.

The W. H. Dawkins Lumber Company of Ashland got 60 rafts in a recent tide in the Big Sandy, and the Yellow Poplar Lumber Company of Coal Grove 40. The mills of both companies are running full time and will continue to do so far into the spring.

The Keyes-Fannin Lumber Company is to build a double band sawmill at Herndon, W. Va., and work on it commenced as soon as the new railroad is completed, so machinery can be hauled in.

J. E. Walker and wife have just returned from a week's visit to Graham, Va.

John Robb of the J. E. Holmes Lumber Company, St. Louis; J. K. Williams of the Williams-Hass Lumber Company, St. Louis, and E. R. Miller of Hayden & Lombard, Chicago, were all here recently.

W. E. Berger of the W. H. Dawkins Lumber Company is in New York on a three weeks' business trip.

Several of the local mills are running in logs brought out in a recent rise in the Big Sandy and Guyandotte rivers, and the dealers are in hopes there will not be another run before April, as they fear ice in the rivers. Demand for lumber is good, with very little in the market, dry stuff scarce in all thicknesses. Dealers are getting strictly list prices.

#### Wausau, Wis.

The plant of the Northwestern Manufacturing Company of Ft. Atkinson was recently damaged by fire. The company manufactures wagons, cutters, etc.

The Underwood Veneer Company of Wausau is shipping by rail to its plant about 350,000 feet of hardwood logs cut on lands in the vicinity of Aniwa.

Joerns Bros. of St. Paul, Minn., who recently purchased a table and desk factory at Stevens Point that had long been idle, expect to have the plant in operation soon.

The J. I. Case Company of Racine, to avoid duty, will erect a half million dollar branch plant in Winnipeg, Canada.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

#### Chicago.

The local hardwood market continues in most excellent shape with a demand that is fair to strong, and with satisfactory values. Buyers of oak are more numerous than the stock is plentiful. Northern hardwoods are receiving considerable attention and birch and basswood are both showing decided strength in the market. The interior finish and door makers, furniture manufacturers and flooring men are all running their plants to full capacity, and prospects are very favorable for a continuance of the excellent demand for some months to come.

#### Boston.

During the past fortnight the local hardwood market has increased in strength, and the general demand is better than it has been. Complaints are still received due to the car shortage. Wholesalers say that it is often hard to get cars at small stations promptly, but no difficulty is experienced along this line at large shipping centers.

The outlook for northern hardwood for the coming spring and summer is not as promising as many would like. The fall of snow has been so light that it has been impossible to get logs out of the woods. Higher prices are freely predicted.

Furniture manufacturers are beginning to show more interest in the market and manufacturers of builders' finish are doing a fair business. The demand for plain oak is of good volume and prices are very firm. Offerings are small. Quartered oak has shown an improvement. Several handlers report much more inquiry, and one states that he has sold more during the past two weeks than during the previous six months. Whitewood is in good demand and prices are very firm, especially the better grades. Mills are behind in deliveries. Brown ash is very firmly held and in good call. Offerings are small. Chestnut is in active demand. Maple flooring meets with a good inquiry. Beech and elm are firm.

#### New York.

Lumbermen of the city are much elated over

The Wisconsin Chair Company's plant at New London is running full blast. All departments which suspended work some time ago have resumed.

Complaints come from all sections of the state this winter that competent men cannot be hired for logging crews. Most of the men to be had in some sections are foreigners who have had little experience in the woods. The old hands have gone to the Pacific coast.

A deal was lately consummated whereby the Nehrbass Casket Company of Fond du Lac purchased the stock and business of the Wisconsin Casket Company of Manitowoc.

The Brown-Mitcheson Company of Marinette was recently incorporated with a capital stock of \$100,000. The stockholders are Francis A. Brown, Henry Swart and Geo. A. Mitcheson. The main office will be in Marinette, while branch offices will be established in other cities. The company will manufacture, buy and sell all forest products.

All the country hardwood mills are now being operated full blast and are getting good stocks of logs. The average prices being paid are as follows:

Birch, 9 inches and up.....	\$10.00
Basswood, 10 inches and up.....	12.00
Soft elm, 12 inches and up.....	10.00
Ash, 12 inches and up.....	10.00
Maple, 12 inches and up.....	6.50
Oak, 12 inches and up.....	\$15 to 20.00
Basswood, under 10 inches.....	6.50

the removal of the lumber embargoes on the B. & O. and New York Central, which have been in force for some weeks. This, however, is somewhat offset by the announcement by the trunk lines operating through the Ohio gateway, that they will only accept shipments in cars that are home routed via their own lines. In other words, there is no more swapping of cars, and where an order requiring two or more cars is shipped, each car goes over its respective line, with the result that receivers are getting shipments by piecemeal and via all sorts of routes, entailing in some cases extra lighterage and a general all-round mix-up. This market is short of lumber in many lines, but the absorbing problem is how to get what is already bought. Stocks are moving out of yards freely, due to the open winter, and buyers are anxious to make purchases with an eye to spring trade.

Hardwood stocks are only nominal here in the retail yards, while the furniture, trim and general manufacturers have been running close to the wind. Demand is good and there is every indication of an active buying period until spring, in view of the promising outlook of big business in consuming lines this year. Plain oak is in good call, stocks low and prices bullish. Quartered is slow with ample supply for all wants. Ash is scarce but not active; sales are bringing firm values. Birch and chestnut are in strong demand, dry stocks scarce and prices firm. Maple is fair in both respects. Poplar is active and with the present conservative scale of prices is increasing steadily in use. The other hardwoods are likewise firm.

#### Baltimore.

Values on the various hardwoods continue to show a tendency to advance and the demand is apparently unaffected by the rise. The range of prices is very firm, and stocks are hardly large enough to meet the requirements of customers. Stocks are remarkably low and the competition among rival buyers at milling points continues unabated. The manufacturers have all the business they can handle, notwithstanding the open winter, which favored manufactur-



ing operations and had much to do with increasing the output. The receipts of stocks are, of course, still somewhat restricted by the railroad car shortage, although this difficulty has been in part remedied.

Good dry oak leads in activity, all desirable stocks being taken up without delay. Manufacturers of office furniture and other consumers are buying with comparative freedom, and the movement locally as well as out of town is large. The disposition among dealers to engage in manufacturing and thus secure a steady source of supply is more pronounced, and various deals are under consideration. Prices are firm and, from present indications, will remain so for an indefinite period. Ash is also in strong request, with quotations firm. The available supplies here are large enough to meet current wants, but it cannot be said that much of a surplus exists. Poplar shows some improvement, though not as pronounced as other woods, and manufacturers feel more encouraged. The mills are fairly busy now, but there are also current reports that prices fluctuate and are far from reflecting the conditions that prevail in the oak trade. The export movement seems to be somewhat more active, the foreign buyer showing a pronounced disposition to meet the terms of the American shippers. Chestnut, mahogany and walnut are all in good shape, the domestic demand for walnut especially. Mahogany is called for by manufacturers of store fixtures and for similar purposes. The entire export situation is suggestive of increasing strength, and the shippers feel considerably encouraged over the outlook.

#### Pittsburg.

Midwinter finds the Pittsburg hardwood market in good condition. The prospects for higher prices in the fall have been realized to some extent, although not so much as in the pines and hemlock. Quotations on several woods have been advanced since the first of December, and for the best grades of hardwood many buyers are now willing to pay a good premium. This is true of good mill work as well as of dry stocks of oak and chestnut.

The open weather has brought about a remarkable inquiry for hardwood for building purposes. The brief spell of really cold weather that has struck the Pittsburg district is a boon to many hardwood localities where the snow is being made good use of to bring in logs from a distance. The recent floods in West Virginia have caused some bad delays there in operations in hardwood, but there has been no deep snow to impede work. The labor problem has been a serious one there most of the winter, owing to the fact that the mills and factories are taking a large proportion of the men who formerly worked in the woods.

The hardwood firms are enlarging their scope of operations and preparing all along the line for a record breaking year. Many salesmen have been added to the local forces since Christmas. An effort will be made this year to cover the middle west from Pittsburg much more thoroughly than ever before, and several firms are making special efforts to get a better hold in the furniture, carriage and automobile manufacturing. Last year the trade was more concerned with the big orders for heavy timbers but this season every line of hardwood consumer will get a hard raking over by the Pittsburg lookouts.

Prices are very firmly held. Oak bids fair to go higher soon, especially the better grades. Sound wormy chestnut is quite a leader in the market. Maple flooring is stiff at prevailing prices. Hickory, ash, birch and walnut are being sold in smaller quantities to the manufacturers, the inquiry from the big eastern factories being much larger since the first of the year. A notable feature of the market demand is the call for car building lumber of all sorts.

#### Buffalo.

The hardwood market is improving every day, as it should, for it has not been on a level with other lumber generally, though there has been good money made in the business during the past year and the hardwood dealers are able to say they, too, have had a fine January all along the line and the situation is improving. There is shortage of logs at the southern sawmills, so that the supply is not likely to be what it should be for some time, and there is every prospect of a strong price for oak and poplar for an indefinite time and no falling off at all, while general business is good. The supply of quartered oak is as usual, better than of plain, but it is not in overstock and will profit by the scarcity of plain and of birch. It is the general opinion that the relation of supply and demand is such that there will be no slack prices in oak right away.

The effort to keep chestnut in stock goes on and there is considerable of it moving all the time, but it is not allowed to remain in yard any length of time. Prices are close to those of plain oak and there will be no surplus till the demand falls off very much. It is the same with ash as before. When a dealer gets a lot of black ash he feels so much elated that he sells it all at once and then goes without till he makes another find. Cypress demand is good.

#### Saginaw.

The hardwood situation in this neck o' woods is satisfactory. The industry has not been particularly active since the beginning of the year, but some manufacturers have contracted for large lots which are yet to be cut, and prices are very firm. There isn't much available hardwood lumber on the local market and the tendency is toward higher prices.

Maple promises to be particularly firm this year and demand for flooring also looks good. Ash and oak have been strong factors right along, but supplies of those commodities are scarce, the timber having been pretty well cleaned up. Beech and birch are firm, but elm has not yet manifested much strength. It is going to be some time yet before there will be any considerable quantity of hardwood on the market. The mills are running, but it takes time for stock to season. It is expected over 50,000,000 feet will be manufactured in the valley this year, and the product of many of the interior mills comes here. Local dealers are scouring mill points all through the northern portion of the state, picking up lumber that has been manufactured and making contracts for stock to be cut where it is possible to do so.

#### Milwaukee.

Conditions are exceptionally good and satisfactory prices are being realized. The demand continues more than equal to the supply, especially for thoroughly dry stock, supplies of which are very low. The market for all hardwoods is brisk and active.

#### Indianapolis.

Hardwood men of Indianapolis say that the year has started out well. The business for January came up to expectations. From the contractors and architects the lumbermen learn that the building prospects for the present year are particularly bright. The year may not come up to 1905, but it is safe to predict that business in the building line will be of a large volume. The permits for January amounted to \$168,945.

Prices on all hardwoods are reported high. In fact, since fall practically every grade of lumber has been increased in price, and some grades have been advanced twice. Plain and quartered oak are both in active demand.

#### Cincinnati.

Activity and strength have been characteristic of the local hardwood market during the past two weeks, and sharp advances are predicted by even the most conservative. Dry stocks in nearly all classes of hardwoods are the lowest for many months, and as advices from producing centers in Kentucky and West Virginia are to the effect that weather conditions are proving a serious menace, further depletion in supplies are naturally expected. Furniture manufacturers and wagon makers have tested the market in the last fortnight and indications are that a number of big orders will be placed by them in the near future, in addition to their seasonable wants. The inquiry from foreign sources has not increased to any material extent, but there is no worry manifested on that account, as the demand from domestic sources is fully sufficient to satisfy everybody. There has been no abatement in the car situation. There seems to be a sufficiency of cars, most of the trouble being caused by Cincinnati's poor switching facilities. Weather conditions at present are unfavorable to building operations, and there is at this time little prospect of "opening" conditions. This is the only distressing feature to be reported.

Plain oak, in desirable thicknesses, has been the best seller, with cypress running a close second. Quartered oak has met with a steady call at full values. Some improvement is noted in the demand for high-grade poplar, while common and culls, which have been rather quiet for some time, give evidences of better movement also. Chestnut and ash proved good sales at strong prices, while other hardwoods readily maintained their former position.

#### Chattanooga.

Chattanooga lumbermen are now interested more in their supplies for the year perhaps than any other subject. They are all well pleased with the trade so far this year and the prospects for the coming months, but are worried about stocks. There is hardly any dry stock in the local yards, and any sort of stock is hard to get. Local mills all have representatives scouring the country for stock.

The demand for hardwoods is now more active than it has been for some time. There are numerous inquiries, many of which are turned down because it is impossible to get stock. The winter has been a mild but wet one, and logging has been handicapped to a great extent. The demand for all grades of oak is holding up well, because of the great activity in furniture and vehicle manufacturing.

The consensus of opinion is that all grades of hardwood will continue to advance on account of the high cost of production, the scarcity of timber and the increased demand. Because of the fact that many mills have been trying to sell at such a low rate, they have been forced out of business. There are very few small mills in existence in the timber belt of this section.

#### St. Louis.

There has been but little change in hardwood conditions at this point the past two weeks. Since the opening of the year there has been more getting ready to do business than the actual transaction of business noticeable, but now there is a more or less active inquiry and demand springing up from many quarters. There has been much interference with logging operation by reason of bad weather, and the receipts have been accordingly low. The result of all this is that there is no superabundance of stocks, and almost everyone in the business expects higher prices before many months pass. Prices are decidedly strong. The wood mostly in demand is oak, both red and white, plain



stock with quartered showing an improving tendency. Ash is in fair request, poplar is selling well for the season, gum has a better sales record than for some weeks past, and cottonwood box boards are moving in a satisfactory way at steady prices. The general tendency of the market is toward a more active demand and stronger prices in the near future.

#### Louisville.

Evidently the Hardwood Dimension Stock association has been bringing forth good fruits, for the abundance of inquiries being received by local manufacturers for small dimension stock indicates pretty clearly that bargain hunters in this line are finding the trade awake to the necessity of higher values and consequently are not able to take up as much stock as they want at former prices. Buyers of car material are hustling too, both for dimension stock in oak and poplar, but the trade here is not anxious to load up with orders, as operations in the woods have been hampered considerably and there is not much certainty about what may be accomplished in the way of making deliveries in the Spring. Dry poplar is doing its best to live up to the predictions made at the Hardwood Manufacturers' meeting, and especially the low grade stock is climbing right along. Plain red and white oak are as good as gold dollars, and quartered is doing very well. Cypress has been in very good demand lately and, in fact, if there is a dull item on the hardwood list it has not been mentioned. Gum is not dull, but simply is not bringing the price it should. As Kentucky gum does not run much to red, there is little effort being made apparently to sort it out and realize higher values on clear stock. There is a good volume of gum moving, but it is practically all in the sap common class as far as this market is concerned, which means approximately \$15 f. o. b. Louisville. Some of the local people who get out red gum in Mississippi say that prices on this product have been jumping a little lately, and that good common stock with the clear red taken out is now worth \$17 f. o. b. Louisville.

#### Kansas City.

Trade in hardwoods here, which has been rather quiet since the first of the year, is improving, and there is now quite an active inquiry, indicating that the spring business will be fully normal or better. The large amount of building projected at Kansas City warrants the expectation of an unusually heavy local demand, although a fear is expressed that the high prices of the better grades of hardwoods and the continued upward tendency will curtail the demand to some extent. Buyers from all parts of the country have been scouring the southern mill districts since the first of the year for stock, and it is stated on good authority that practically all the dry lumber in the hands of the mill men is now sold and that it will be about six months before any new stock can be counted on.

The mills have encountered considerable bad weather since the first of the year. High water and soggy woods have made it impossible to log to advantage, and at this writing cold weather is interfering with the operations of Arkansas mills. With a big demand in sight, the mills are in as poor a position, if not worse, than a year ago, and it looks as if the supply will be far short of the demand during the entire spring season. The car supply in the south has improved somewhat of late, and while there is still cause for complaint, shipments have been coming forward more promptly during the past two weeks than since early last fall.

Advances seem to be the order of the day, and nearly everything has an upward tendency. Louisiana cypress has been advanced from \$1 to \$1.25 per thousand and Arkansas cypress will

likely follow suit shortly. Plain oak is scarcer than ever, and those who have any in shipping condition are holding same at fancy prices. There is no weakness in the hardwood markets, and from present indications prices will be higher before there are any declines.

#### Nashville.

An activity that may be termed "feverish" properly describes the condition of the local lumber market. Dealers all say they never remembered such busy times before and all are pleased with the outlook. The river is high and with a full tide and a swift current much good timber is being brought down. It is said that the timber coming down this season is much better than usual, lumbermen along Obed, Caney Fork, Wolf and Roaring rivers going back further in the woods and getting bigger and better logs.

All the sawmills are running overtime in order to keep up with the big demand. There is only a fair supply of plain and quartered oak, dry stock, and local dealers are kept busy sawing in an effort to keep even. The river mills are depending on the tides of Cumberland river to keep them in timber and they are getting enough now, however, to supply them for quite a while.

Low grades of poplar are stronger than usual, which is probably due to the fact that advances have been made recently in such woods as cypress and the low grades of cottonwood, that have been heretofore used as substitutes for low-grade poplar. High-grade poplar, as usual, is in excellent demand. Ash and chestnut are very firm as to price. Good chestnut is hardly to be had at any price. The present favorable condition of the river is expected to last for several months. Before low water comes again a vast amount of timber, some of which has been cut for many months, will be rafted to Nashville or brought down in the two boats that are running regularly now.

#### Memphis.

Hardwood conditions here continue healthy, with a notable increase in the number of inquiries as well as in the resultant volume of business. Stocks of dry lumber are much broken in a number of items, and this is proving somewhat of a handicap, as more lumber could be sold if prompt deliveries could be assured. Prices are firm in every direction, and it is reported by many in the export trade that the foreign trade is making offers on a better basis than for some time, thus increasing business in that direction. Holders are pressing nothing for sale. In fact, the tendency is rather in the other direction, which is only another way of saying that prices which were acceptable a short time ago are now being turned down.

There has been no marked improvement in logging and milling conditions. Some in close touch with the production end of the situation declare that even with favorable weather for the next few months, there is little probability of a return to normal stocks of hardwood lumber until late summer or fall. Just now there is a very cold wave in the south. This has frozen the ground and makes it impossible to use "lizards" in handling logs, while the ground is not frozen sufficiently to enable the use of wagons and teams for hauling. However, as cold waves here do not last long, lumbermen are hopeful of better conditions soon in this respect.

There is no difficulty in selling plain oak in any grade or thickness. In fact, the only difficulty in connection with both red and white plain sawed stock lies in securing sufficient quantities to supply the demand. Testimony of lumbermen here on this point is strikingly unanimous. There is a very firm tone to plain oak prices, with the tendency upward. Ash

is in excellent call in all grades and thicknesses, and the volume of business is rather above the average for this time of the year. Stocks are not large and there is no surplus in any direction. The call for cypress is exceptionally good, the demand running to everything from firsts and seconds through to shops. Offerings are only moderate in dry stock and the quantity on sticks is not large, thus making for a prospective shortage in supply, a phase which gives added strength to this wood.

Cottonwood is in excellent demand at enhanced values. The mills cutting this lumber are practically out of business, and the supply is lighter than for years. The better demand is for wide firsts and seconds and for box boards. Gum is giving some evidence of improvement. The movement is showing some increase, but prices are not working upward as rapidly as some of the trade had anticipated. There is a moderate movement in low-grade poplar, while the higher grades sell with comparative ease. Quarter-sawed oak is somewhat slow. There is a better demand for white than for red, but neither is moving as rapidly as usual at this season.

#### Minneapolis.

Large users of hardwoods, especially oak, are beginning to take notice of the scarce supply, and inquiries are many. Local dealers do not have large stocks to offer, and even the present light demand will clean them up before many weeks. It begins to look as though buyers who put off providing for their wants will face a famine. Prices on oak have become much stronger during the past week or two. Birch sells fairly well and is about stationary in price, as the offerings of stock seem sufficient to supply the wants of the trade. Basswood seems to be getting scarce, and prices are stronger. The upper grades are firm and culls have advanced. There are few culls in accessible places to be had, as the box trade has been after them strong, and shipping culls would now bring \$15. In fact, one large order was recently placed at that price, the last the dealer in question had or could get. Elm is selling readily. In all lines there is early figuring being done on the winter cut, and some contracts are being placed for the uncut lumber.

In retail yard circles the chief demand is for wagon stock, which is firmer than ever in price, and hard to find in any quantity. Flooring is not active as a while ago, and the season seems about ended, though it will start up again earlier than usual in the spring, on account of the way building operations are being crowded.

#### London.

The market for American hardwood lumber has been greatly disturbed, owing to the elections, buyers having been busy supporting their particular candidates.

It is difficult to interest yardmen in lumber at the moment, as the furniture trade is slack and most of the stock arriving is already disposed of under contract.

Prime whitewood boards are in fair demand, and buyers are more inclined to pay the slight advance in prices asked by the shippers' agents. Planks are difficult to sell and are not realizing even fair value.

Oak planks for wagon building are in good demand and as the stocks here are not large, buyers are more ready to pay the much advanced prices asked. Prime boards are scarce, but the stock of lower qualities is ample, as the demand has slackened. The recent advance in the price of European oak will tend to help the higher prices of American.

Walnut boards and planks in common grades are in fair demand and arrivals are not at all plentiful. Satin walnut continues to realize full prices.

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**HARRY RANKIN & COMPANY**  
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# Wanted and For Sale -SECTION-

Advertisements will be inserted in this section at the following rates:

For one insertion ..... 20 cents a line  
For two insertions ..... 35 cents a line  
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Eight words of ordinary length make one line. Heading counts as two lines.

No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## EMPLOYMENT WANTED

### EXPERIENCED HARDWOOD INSPECTOR

Desires a position with good firm. No preference as to locality. All reference. Address "O. K." care HARDWOOD RECORD.

## EMPLOYEES WANTED.

### WANTED.

First class office man, hardwood business, competent to handle correspondence. Address, stating experience, references and salary. "H. R." care HARDWOOD RECORD.

### INSPECTOR WANTED.

Hardwood inspector, industrious and capable to travel principally in Arkansas and Missouri. State age, experience, recommendations and by whom now employed. Address "N. P." care HARDWOOD RECORD.

### INSPECTOR WANTED.

A competent hardwood lumber inspector to travel on the road. State wages wanted. Address "MORGAN," care HARDWOOD RECORD.

## LUMBER FOR SALE.

### DRY WHITE OAK.

500,000 ft. 1 in. Log Run (rd. White Oak).  
LOGAN & MAPHET LUMBER CO.,  
Knoxville, Tenn.

### FOR SALE—CANADIAN HARDWOODS.

250,000' 1" Common and Better Birch.  
120,000' 2" Common and Better Birch.  
120,000' 2 1/2" Common and Better Birch.  
95,000' 3 & 4" Common and Better Birch.  
300,000' 1, 2 & 3 Com. & Bet. Hard Maple.  
THE BRADLEY COMPANY, Hamilton, Ont.

### FOR SALE.

200 M ft. 2" dry No. 1 Common and Better soft Elm.  
MILES, CHATTEN & CO., Miford, Ind.

### FOR SALE.

200 M ft. 8 & 4 1st and 2nds plain White Oak  
175 M ft. 8/4 1st and 2nds plain Red Oak.  
225 M ft. 8/4 No. 1 Common White Oak.  
200 M ft. 8/4 No. 1 Common Red Oak.  
250 M ft. 8/4 No. 2 Common White Oak.  
250 M ft. 8/4 No. 2 Common Red Oak.  
250 M ft. 6/4 1st and 2nds No. 1 and No. 2 Common.

Evenly sawn, plump thickness, end trimmed, good widths, and largely 16'; 6 to 8 months' dry. National Hardwood Association Inspection. AMERICAN LUMBER & MFG. CO.,  
Pittsburg, Pa.

### FOR SALE.

DRY WHITE TWO GRS 4 1/2", 5 1/2" and 6 1/2" strips, largely clear; suitable for planing mill work. 4 to 8 inches wide, mostly 5/4 and 6/4" thick.  
CHARLES F. SHIELS & CO., Cincinnati, O.

## LUMBER WANTED

### WANTED—WAGON AXLES

500 M feet of Maple axles.  
300 M feet of Hickory axles.  
THE WICKS LUMBER CO.,  
Battle Creek, Mich.

### WALNUT ONLY.

Wanted, Walnut lumber, green or dry, all grades, all thicknesses, log run or on grades. Highest market price paid. Liberal inspection.  
C. J. FRANK,  
2440 N. New Jersey St., Indianapolis, Ind.

### LOCUST LUMBER.

Wanted. 1 1/2" plank, 3" and over wide, 4 ft. and over in length, log run.  
THE PILLIOD LUMBER CO., Swanton, O.

### WANTED—HARDWOOD LOGS.

200 M feet 28-inch and up White Oak logs.  
200 M. feet 12-inch and up Walnut logs.  
50 M. feet 12-inch and up Cherry logs.  
C. L. WILLEY,  
Blue Island Av. and Robey St., Chicago.

### OAK.

We are in the market for plain sawed oak, all grades and thicknesses.  
P. G. DODGE & CO., 2116 Lumber St., Chicago.

## BUSINESS OPPORTUNITIES

### HARDWOOD TIMBER.

A number of good mill propositions along the Cotton Belt Route. Tracts ranging from five hundred to twenty thousand acres, principally Oak, Hickory, Gum, Cypress, some Ash, Cottonwood and other hardwoods. Can be secured at very reasonable figures now—in some cases at less than \$1 per thousand stumpage. Choice openings for hardwood lumber mills, handle and spoke factories, slack coo-erage plants and other hardwood enterprises.

A number of points on the Cotton Belt offer free sites or will raise cash bonus or take stock in practical propositions. Let us have your wants and see what we can do for you.

E. W. LA BEAUME, G. P. & T. A.,  
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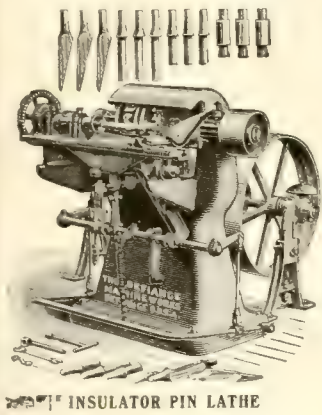
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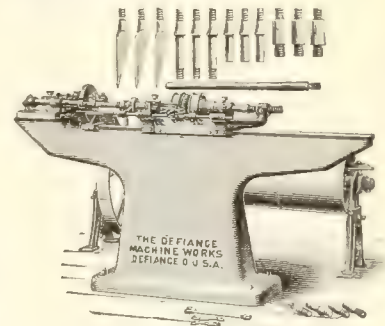
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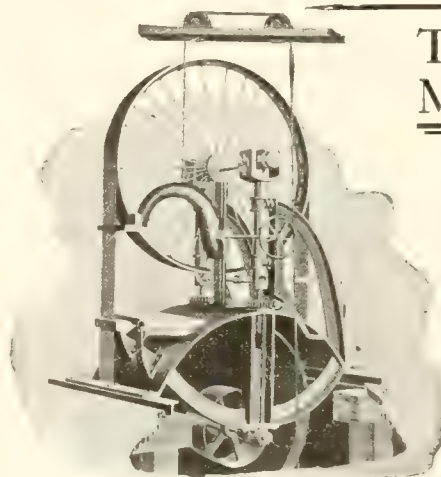
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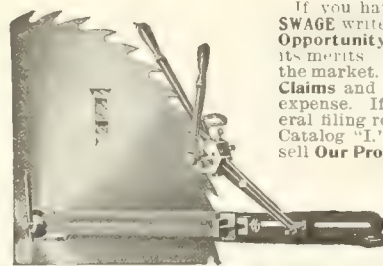
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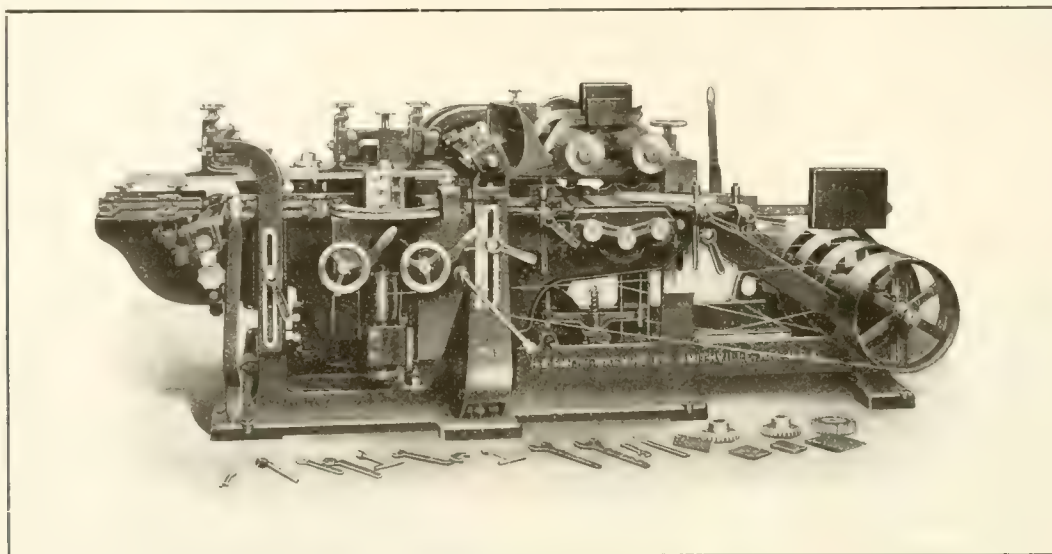
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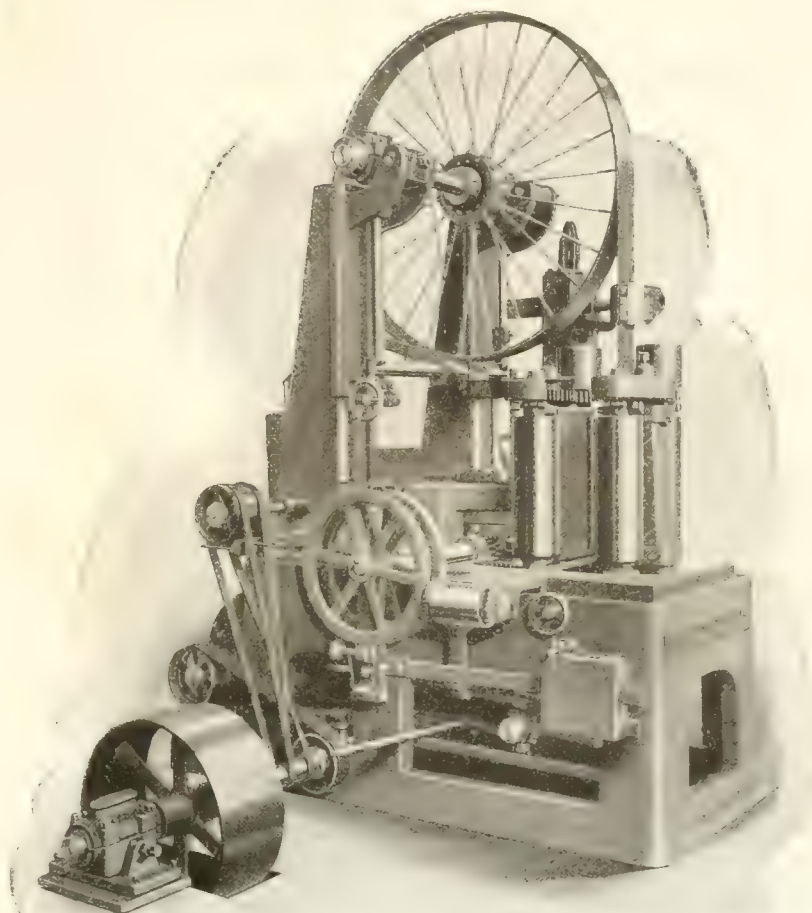


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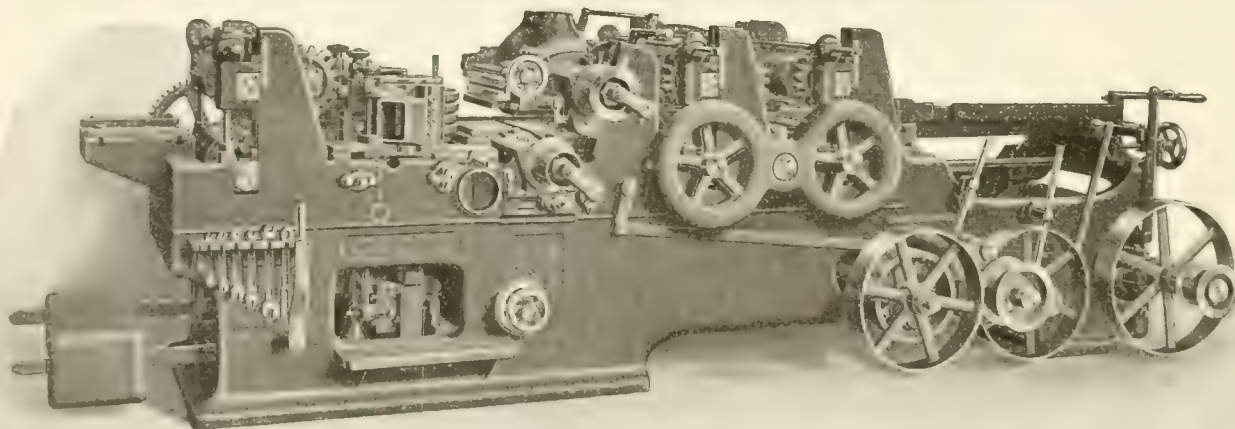
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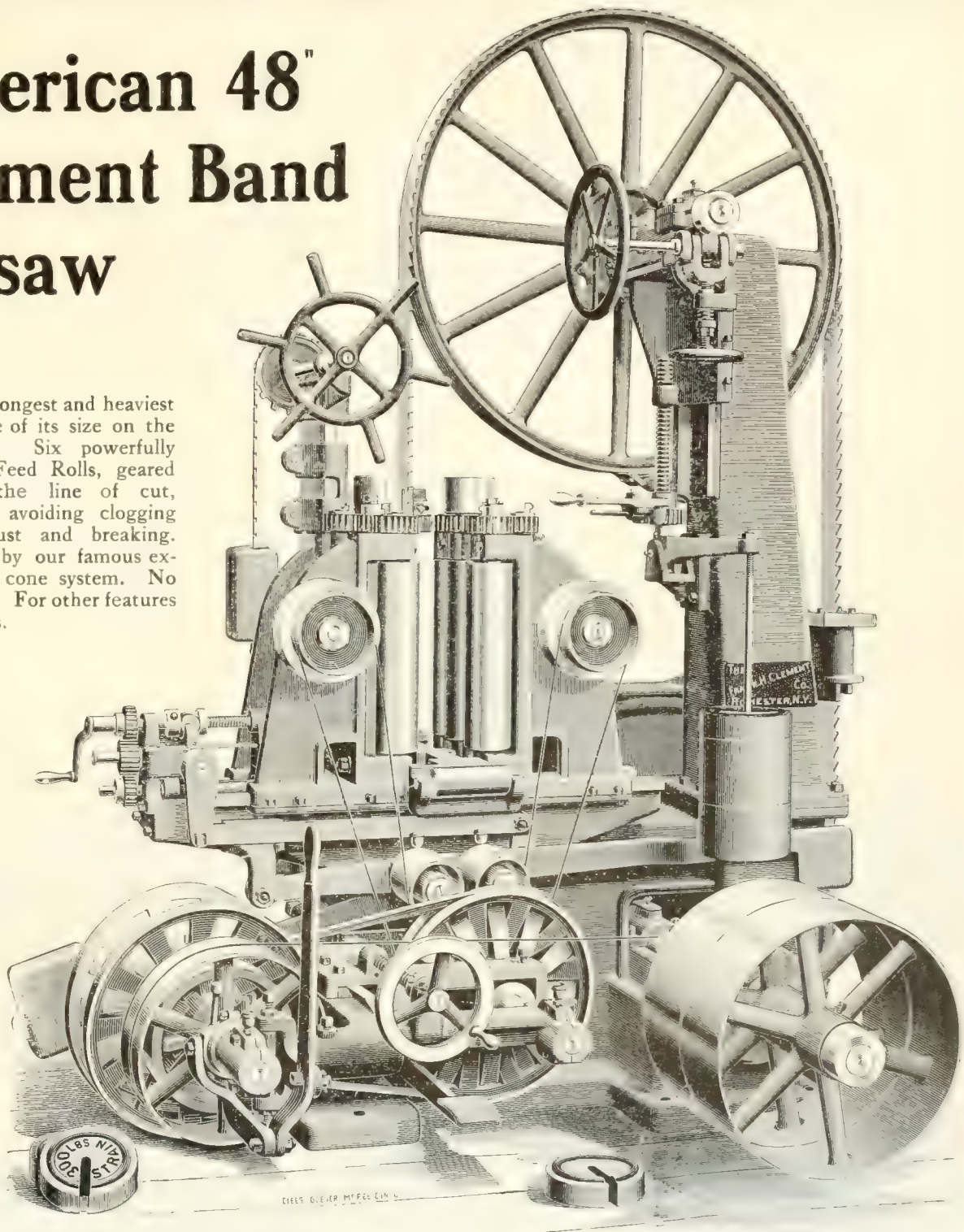
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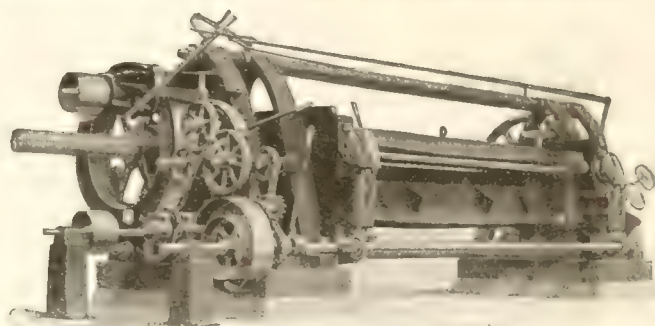
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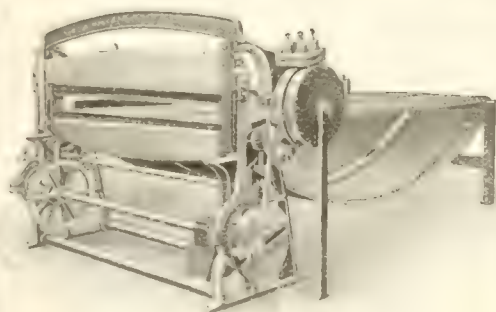




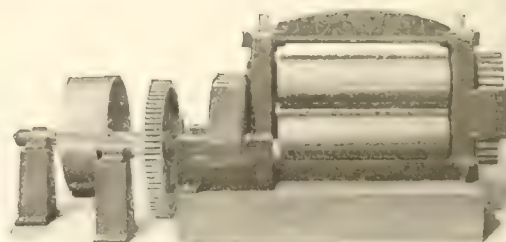
# A PAGE OF THE FAMOUS COE VENEER MACHINERY



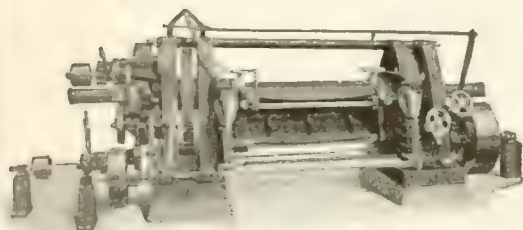
Style A Veneer Cutter



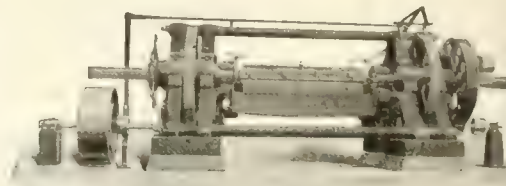
Coe Clipper



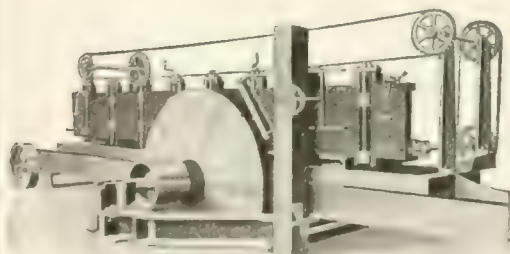
Coe Wringer



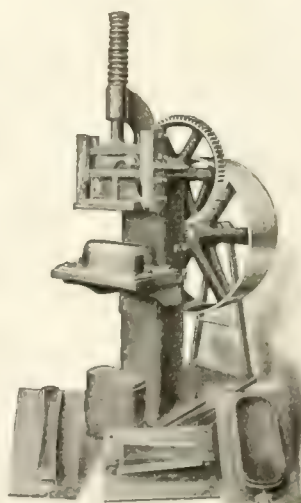
Style D Veneer Cutter



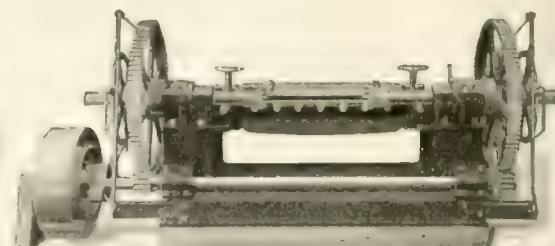
Style B Veneer Cutter



Coe Veneer Saw



Coe Stamper



Style H Veneer Cutter

*These machines and many others are fully described in our 1906 Catalog No. 5. Write for a copy to-day.*

THE COE MFG. CO.

105 BERNARD  
STREET

PAINESVILLE, OHIO



# INDIANA



WHERE THE BEST HARDWOODS GROW

THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

White Ash

Poplar

Black Walnut

Cherry

Sycamore

Red Gum

Hickory

Beech

Maple

Veneers of

Indiana Hardwoods

## CHARLES H. BARNABY

Manufacturer of Band Sawed Hardwoods

Quarter Sawed Indiana White Oak a Specialty

GREENCASTLE, IND.

## D'HEUR & SWAIN LUMBER CO.

Manufacturers and Wholesalers

Our Specialty Quartered Oak and Sycamore

SEYMOUR, IND.

## LONG-KNIGHT LUMBER CO.

MANUFACTURERS AND DEALERS

Quarter Sawed White and Red Oak a Specialty

INDIANAPOLIS, IND.

## MALEY & WERTZ

Manufacturers, Wholesalers and Exporters of Hardwood Lumber

EVANSVILLE, IND.

## NO. VERNON PUMP & LBR. CO.

MANUFACTURERS AND DEALERS

Would Like to Figure on Your Hardwood Requirements

Send for Stock List

NORTH VERNON, IND.

## PERRINE-ARMSTRONG CO.

Long Timber up to 60 feet—Hardwood Specialties

The largest Band Mill in Indiana.

FORT WAYNE, IND.

## J. V. STIMSON

All Kinds of Hardwood Lumber Manufactured

HUNTINGBURG, IND.

## YOUNG & CUTSINGER

Manufacturers and Wholesalers

Our Specialty Fine Figured Quartered Oak

EVANSVILLE, IND.



# CLEVELAND

HARDWOOD DISTRIBUTING CENTER OF NORTHERN OHIO

## The King & Bartles Lumber Company

We want to move quickly the following stocks on hand at our Wisconsin yards:

21 145 ft 6 4 Log Run Rock Elm	3 cars 4 4 No. 2 Common Soft Elm
917 ft 5 4 Log Run Rock Elm	3 cars 4 4 No. 1 Common Soft Elm
896 ft 8 4 Log Run Rock Elm	35,000 ft 5 4 Log Run Soft Elm
30,000 ft 4/4 Log Run Rock Elm	12,000 ft 6 4 Log Run Soft Elm

SEND US YOUR INQUIRIES

CLEVELAND : : : : OHIO

## MARTIN-BARRISS COMPANY

Importers and Manufacturers

MAHOGANY

AND FINE

HARDWOODS

## THE ROBERT H. JENKS LUMBER COMPANY

WE OFFER THE FOLLOWING:

4 4" 1st and 2d Poplar, 100,000 feet  
4 4" No. 1 Common Poplar, 300,000 feet  
4 4" No. 2 Common Poplar, 425,000 feet  
8 4 1st and 2nd Poplar, 30,000 feet  
4 4 1st and 2nd Cottonwood, 150,000 feet  
4 4 Common Cottonwood, 100,000 feet  
Box Board Cottonwood, 13 to 17 inch,  
85,000 feet  
4 4" Sound Wormy Chestnut, 150,000 feet  
8 4" Sound Wormy Chestnut, 75,000 feet

**Quartered White and Red Oak.**—We have a good assortment of dry stock,  $\frac{3}{8}$  to 4 inches thick. Your inquiries solicited.

**Plain White and Red Oak.**—A limited amount of nice stock, ready for shipment.

## WE ARE BUYERS—SEND US YOUR LISTS

In particular, we are in the market for

Plain Oak,	1" to 2", all grades
Chestnut,	1" to 2", all grades
Poplar,	1" to 3", all grades
Poplar Squares, Cypress, Ash, Basswood	

We solicit your offerings of everything in Hardwoods

## THE ADVANCE LUMBER CO.

9 East 8th Street, Cincinnati, O. 542 Randolph Bldg., Memphis, Tenn.  
80 to 81 Schuylkill Bldg., Pittsburg, Pa. Charleston Nat. Bk. Bldg., Charleston, W. Va.

Head Office: 13th Floor Rockefeller Building  
Cleveland, Ohio

## The Farmer in the Southwest Prospers

Because he pays from \$8 to \$15 an acre for land that produces as good crops as land in Illinois and Indiana which sells for \$75 to \$100 an acre. The mild climate gives him earlier crops and the short winter makes stock-raising less expensive.

**You** have the same chance to prosper that is being taken by hundreds of the northern and eastern farmers.

Write for free copies of our illustrated books on Texas and Oklahoma.

Low rates to all points in the Southwest on the first and third Tuesdays of each month via



CHICAGO @ EASTERN ILLINOIS R. R.  
W. H. RICHARDSON, G. P. A., Chicago, Ill.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

## Hardwoods a Specialty

FOR SALE

POPLAR	CHESTNUT	PLAIN OAK
125,000' 4 4 1s and 2s	200,000' 4 4 Sound Wormy	60,000' 4 4 No. 1 Com.
40,000' 4 4 No. 1 Com.	80,000' 5 4 Sound Wormy	18,000' 4 4 No. 2 Com.
325,000' 4 4 No. 2 Com.	100,000' 6 4 Sound Wormy	<b>QUARTERED OAK</b>
228,000' 4 4 No. 3 Com.	48,000' 8 4 Sound Wormy	2 cars 4 4 No. 1 Com.
150,000' 4 4 Mill Cull		1 car 4 4 No. 2 Com.

OAK TIMBERS SAWED TO ORDER.  
WRITE FOR PRICES.

CHEAT RIVER LUMBER COMPANY, Pittsburg, Penna.

## Babcock Lumber Co.

MANUFACTURERS OF  
PENNSYLVANIA  
HARDWOODS  
23,000,000 FEET ANNUALLYLONG ON MAPLE  
AND CHERRYMILLS AND OFFICE  
ASHTOLA, PA.

## OAK POPLAR CHESTNUT

Our  
Specialties

GET OUR PRICES BEFORE BUYING

American Lumber & Mfg. Co.  
PITTSBURG, PA.

TENNESSEE STOCK — National Hardwood Grading Rules Used

## The Nicola Brothers Company

One million feet 4-4 Bay Poplar.  
Can be shipped log run, or sold  
on grade. Bone dry; band  
sawed. Send your inquiries.

## Flint, Erving & Stoner Co.

### Wholesale Lumber

Northern and Southern Hardwoods

Beech and Maple Timbers a Specialty

## A. M. Turner Lumber Company

Everything in lumber. We buy hardwoods  
as well as sell them. If you have anything  
to offer, please submit same to us. : :

## LINEHAN LUMBER COMPANY

### Hardwoods

SPECIALTIES--OAK  
POPLAR AND CHESTNUT



# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

## DENNIS & SMITH LUMBER CO.

Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
DETROIT, MICH.

MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg,  
W. Va. McNutt Siding, W. Va.

## SOFT ELM AND ROCK ELM

FOR SALE BY

The R. G. Peters Salt & Lumber Co.

EASTLAKE, MICHIGAN

## BOYNE CITY LUMBER COMPANY

BOYNE CITY

MICHIGAN ROCK MAPLE and other HARDWOODS

LARGE CAPACITY PROMPT SHIPMENTS RAIL OR CARGO

## Wm. H. WHITE COMPANY

BOYNE CITY  
MICHIGAN

MANUFACTURERS OF

## HARDWOODS

MAPLE, SOFT & ROCK ELM, BASSWOOD, BIRCH,  
BEECH AND HEMLOCK, CEDAR POSTS AND TIES

ANNUAL CAPACITY

30,000,000 feet of Lumber

10,000,000 Cedar Shingles

Rail or Water Shipments

Cargo Shipments a Specialty

## McCLURE LUMBER CO.

WHOLESALE DEALERS IN

## HARDWOOD LUMBER

ROUGH YELLOW PINE TIMBERS AND PLANK

Office and Yards: 520 TO 530 FRANKLIN STREET  
DETROIT, MICHIGAN

Saw Mills: EUTAW, ALA.

Correspondence invited on all hardwoods

## The SICKLESTEEL LUMBER CO.

DETROIT, MICH.

OUR SPECIALTIES OAK TABLE TOPS Plain and Quartered, BIRCH LUMBER  
All Thickness and Grades, CHESTNUT, ELM, BASSWOOD and GUM.

Write us for prices.



## J. S. GOLDIE

Cadillac, :: Michigan.

SPECIAL PRICES on 5 in. Maple Squares,  
Maple and Basswood Lumber,  
1 in. and 3 in. Northern Michigan Soft Elm.

INQUIRIES SOLICITED ON ALL HARDWOODS.

## RUSSEL WHEEL & FOUNDRY COMPANY

Builders of

Logging Cars

And Logging  
Machinery



ARE ALWAYS PLEASED TO  
HAVE OPPORTUNITY OF  
POINTING OUT ADVAN-  
TAGES OF THEIR  
EQUIPMENT.

Detroit, Mich.

# GRAND RAPIDS

LEADING HARDWOOD LUMBER MARKET OF MICHIGAN

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

Northern and Southern **Hardwood Lumber**

MAIN OFFICE:

MICHIGAN TRUST CO. BUILDING

## WAGNER & ANGELL

WANTED

Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

FOR SALE

All of the above items and Red Cedar, Redwood and White Cedar, Shingles and Posts

## VAN KEULEN & WILKINSON LUMBER COMPANY

Manufacturers and Wholesalers of

**HARDWOOD LUMBER and CRATING STOCK**

FOR SALE

Complete Stocks of Michigan Hardwoods—Maple, Beech, Birch, Elm, Ash and Basswood.

## DENNIS BROS.

Manufacturers of

**Hardwood Lumber and  
Perfect Maple Flooring**

Dry Stock at  
Bargain Prices.

1 car 4 4 No. 3 Common Cherry  
15 cars 4 4 Birch, No. 2 Common and Better  
4 cars 4 4 Birch, No. 2 Common and Better  
1 car 4 4 Birch, Red Curly  
15 cars 4 4 Basswood, No. 2 Common and Better  
4 cars 5 4 Basswood, No. 1 Common and Better  
2 cars 8 4 Basswood, No. 1 Common and Better

Main Office: 205-209 Michigan Trust Co. Bldg.

## HICKORY

200,000 Pieces Hickory 1 1/2 x 1 1/2 and 1 3/4 x 2 1/4 square, 20 to 30 inches long. Will sell in the rough or will manufacture into anything that you need. What do you need? Let us know.

The Canton Lumber Company, Canton, Miss.

## JAMES THOMPSON & COMPANY

Wholesale

**Southern Hardwoods**

Cottonwood, Gum and Cypress a Specialty

MILLS:  
Arkansas Mississippi Louisiana

Office, Randolph Bldg.,  
MEMPHIS, TENN.

## Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK

AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

Michigan Elm, Birch, Ash and Basswood

## "ACORN BRAND" OAK AND BEECH FLOORING

The "Aristocrat" of Its Kind.

Made in Nashville, Tenn., the Home of Oak Flooring.

**NASHVILLE HARDWOOD FLOORING COMPANY**

## Wistar, Underhill & Co.,

WHOLESALE

**HARDWOOD LUMBER**

816 Real Estate Trust Building,

PHILADELPHIA.

J. H. SCHOFIELD

R. W. SCHOFIELD

**SCHOFIELD BROTHERS  
WHOLESALE LUMBER**

Hardwoods a  
Specialty.

1020-22 Pennsylvania Building  
PHILADELPHIA

## C.F. Luehrmann Hardwood Lumber Co.

Largest Manufacturers and Exporters of

**SATIN WALNUT**

Always in the market  
for HARDWOODS.

Office and Yards:  
148 Carroll Street, ST. LOUIS, MO.

You want to reach buyers of  
**FURNITURE LUMBER**

The **HARDWOOD REC-  
ORD** will do it for you.



# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## Wagstaff Lumber Oshkosh

### I WANT TO MOVE

1 car Red and Curly 4 4 Birch  
1 car Red 4 4 Birch  
1 car Red 5 4 Birch  
2 cars Good Log Run 5 4 Birch  
3 cars Good Log Run 8 4 Birch  
10 cars Good Log Run 1 4 Birch

Fair stock of **BASSWOOD**

ASK FOR QUOTATIONS

## North Western Lumber Co.

GENERAL OFFICES: EAU CLAIRE, WIS.

MILLS AT STANLEY, WIS.

**BAND SAWED**

## Wisconsin Hardwoods

CAREFUL GRADINGS PROMPT SHIPMENTS

SPECIALTIES:

Inch No. 2 Common Birch

Inch No. 3 Common Birch

MIXED CARS - EVEN GRADES - PROMPT SHIPMENT

## Wisconsin Hardwoods

### SPECIAL OFFERINGS:

1' No. 1 COMMON & BETTER BIRCH (Red in)  
1' No. 1 COMMON & BETTER BASSWOOD  
1' No. 1 COMMON & BETTER HARD MAPLE  
ALSO ELM, PINE, CEDAR PRODUCTS,  
AND "SHAKELESS" HEMLOCK.

John R. Davis Lumber Company, Phillips, Wis.

*Ingram Lumber Co.*  
WAUSAU, WIS.

## BASSWOOD, BIRCH

We cut four million feet of each annually  
Your inquiries and orders solicited

MILL AND YARDS AT INGRAM, WISCONSIN

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, - - - WISCONSIN

Saw and Planing Mill at Atlanta, near Bruce, Wis., on Soo Lines.

Manufacturers

## Wisconsin Hardwoods

PINE AND HEMLOCK

WRITE US FOR PRICES ON

1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH.  
1 INCH NO. 1 AND NO. 2 BASSWOOD.

1½ INCH RED BIRCH.  
RED BIRCH FLOORING.

Marshfield VOLLMAR & BELOW Wisconsin

## BASSWOOD, BIRCH

and other Wisconsin Hardwoods

Let us know what you are in the market for

C. P. CROSBY, RHINELANDER, WIS.

## Wholesale Hardwood Lumber

Hard Maple a Specialty in all thicknesses from 1 inch to 4 inch.  
Finest Birch in Wisconsin. Black Ash, Rock Elm.  
Soft Elm, Red and White Oak.

DIFFICULT AND MIXED ORDERS A SPECIALTY

### NORTHERN STOCK

Hemlock  
Birch  
Basswood  
Rock Elm  
Soft Elm  
Ash  
Oak

### SOUTHERN STOCK

Quartered White and Red  
Oak  
Plain White and Red Oak  
Sycamore  
Poplar  
Cypress  
Gum

## PAGE & LANDECK LUMBER CO.

Wells Building - - - MILWAUKEE, WIS.

## Hardwood Board Rules FOR HARDWOOD LUMBERMEN



## Best Goods, Prompt Shipment

Send your orders to the HARDWOOD RECORD, 355 Dearborn Street

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## HAYDEN & LOMBARD

### Orders to issue for:

ASH—1 to 4 in. 1s and 2s. SPECIAL 5 8 in. log run  
 WHITE OAK—5 8 to 4 in. 1s and 2s plain  
 WHITE OAK—5 8 to 2 in. 1s and 2s quarter-sawed.  
 RED OAK—3 4 to 2 in. No. 1 common quarter sawed.  
 RED OAK—3 4 to 2 in. No. 1 common and better plain, SPECIAL 3/4  
 1s and 2s.  
 COTTONWOOD—1 in. box common and mill culls.  
 GUM—1 in., 1 1/4, 1 1/2 No. 1 common and saps, without stain.  
 POPLAR—1 to 2 in. No. 1 common; same in saps or selects.  
 POPLAR—1 to 4 in. 1s and 2s; SPECIAL 1 in. No. 2 and 3 common.  
 POPLAR—Box boards 1 x 13 to 17 in., 12 to 16 ft.  
 POPLAR—Sign boards 2 x 14 to 16 in., 14 and 16 ft.

511 RAILWAY EXCHANGE CHICAGO

## CLARENCE BOYLE LUMBER CO.

Wholesale Dealers in **Hardwoods** Yellow Pine and Cypress

319 WEST TWENTY-SECOND STREET :: CHICAGO

FRED W. BLACK, President

HORACE W. BLACK, Secretary

## FRED W. BLACK LUMBER COMPANY

MANUFACTURERS OF

**HARDWOOD LUMBER**

305 Old Colony Building

## FINK-HEIDLER COMPANY

MANUFACTURERS OF AND DEALERS IN

**HARDWOOD LUMBER**

We Carry All Kinds of Thoroughly Kiln Dried Hardwoods  
 ASHLAND AVENUE AND TWENTY-SECOND STREET, CHICAGO Tel. Canal 744

## W. O. KING & COMPANY

Wholesale

**Hardwood Lumber**

Loomis St Bridge

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

WE ARE ALWAYS IN THE MARKET FOR



# HARDWOOD LUMBER

PLAIN AND QUARTERED

# OAK

A SPECIALTY

WE BUY MILL CUTS

## SOUTHERN OAK LUMBER CO.

707 Chamber of Commerce

CHICAGO

## A. R. VINNEDGE LUMBER CO.

WHOLESALE DEALERS IN  
**HARDWOOD LUMBER**

756 1st Natl. Bank Bldg.  
 CHICAGO.

We are buyers of both Northern  
 and Southern Hardwoods

I am in  
 the market  
 to buy

## Hardwood Lumber

Can handle the cut of one or two good mills  
 on a cash basis. Send me your stock list.

**Charles Darling** ROOM 1001, MERCHANTS'  
 LOAN AND TRUST BUILDING

## NATIONAL LUMBER MFG. CO.

1019 Ashland Block

Manufacturers of Southern Hardwoods, Oak,  
 Poplar, Hickory, Ash, Cottonwood, Gum, etc.

Band Mills:  
 Smithfield, W. Va., Jackson, Ala.

Circular Mills:  
 Kentucky, Tennessee

**FRANK M. CREELMAN** RAILWAY  
 EXCHANGE

Wholesale

## Northern and Southern Lumber

Car Lots, Barge Lots, Cargo Lots, or Mill Cuts for future shipments, annual  
 contracts, or immediate requirements.



# CINCINNATI

THE GATEWAY OF THE SOUTH

IN THE MARKET FOR

## OAK—ASH—POPLAR

ALL GRADES AND THICKNESSES

## MOWBRAY & ROBINSON

Office:  
1219 West Sixth Street

Yards:  
Sixth Street, below Harriet

## BENNETT & WITTE

MANUFACTURERS OF SOUTHERN HARDWOODS

THAT ARE SOLD  
ON NATIONAL HARDWOOD LUMBER ASSOCIATION  
INSPECTION ONLY.

Plain and Quartered . . . { White and Red Oak  
Red and Sap Gum

Cottonwood, Ash, Cypress, Poplar, Soft Maple, Tnpelo  
Gum and Chestnut. . . . . We cut Gum and Oak in Thick-  
nesses of  $\frac{3}{8}$  to 4 inches. EXPORT AND DOMESTIC.

224 W. 4th Street, CINCINNATI, OHIO  
Branch: 1301-2 Tenn. Trust, Memphis, Tenn.

## Lumbermen, Attention!

If you own any timber or timber lands.  
If you are contemplating buying or selling any timber or  
timber lands.  
If you want your stumpage accurately estimated.  
If you want an exact survey or map of your property.  
If you want advice in any logging or lumbering proposition.  
Write to us and find out what we can do for you.  
We send thoroughly reliable and practical engineers to all  
parts of the country, and guarantee quick and accurate work.

**C. A. Schenck & Co.** BILTMORE,  
NORTH CAROLINA  
Consulting Forest Engineers

## THE KENTUCKY LUMBER & VENEER CO.

HARDWOOD MANUFACTURERS

Post Office and Band Mill,  
ROBBINS, KY.

Shipping Point and Telegraph Office,  
JACKSON, KY.

### SPECIALTIES:

PLAIN WHITE OAK  
YELLOW POPLAR

OAK PLANKING  
RAILROAD TIES

We manufacture all the lumber we sell from original forest timber.  
Therefore the lengths and widths are good. All logs are manufactured  
in ten to thirty days after being felled, insuring bright, new stock, free  
of sap worms and rot. WRITE OR WIRE FOR PRICES.

## WM. H. & G. S. STEWART

Buy and Sell

OAK, ASH, POPLAR, BASSWOOD, CHEST-  
NUT, WALNUT AND YELLOW PINE.

Can furnish stock cut to special order. . . . . We invite correspondence.  
Main Office: - MERCANTILE LIBRARY BUILDING.

## "BUY GUM"

We are in the market to buy  
Dry Gum Lumber in any  
quantity from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.



THE FARRIN-KORN  
LUMBER COMPANY

General Office, Yards,  
Planting Mills, Dry Kilns,  
Cincinnati, Ohio  
Purchasing Office,  
Kindolph Building,  
Memphis, Tenn.  
MENTION THIS PAPER.

## L. W. RADINA & COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

## HARDWOODS

Wanted for cash - desirable blocks of 1 inch to 4 inch Poplar, all grades,  
Especially  $1\frac{1}{2}$ -inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE

## WANTED OAK, ASH, CHERRY and other HARDWOODS

PAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE

LELAND G. BANNING, Office: 5th and Main, CINCINNATI

Poplar, Oak,  
Ash, Chestnut,  
Sycamore,

## C. Crane & Co.

We would like to buy

2,000,000 feet Dry Oak

2,000,000 feet Dry Poplar

W. Va. Spruce.

Pine and Elm

Mostly heavy stock.

Quotations Solicited.

MILLS AND YARDS  
CINCINNATI, O.

YEARLY CAPACITY  
100,000,000 FT.

LONG BILL STUFF  
A SPECIALTY

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

DUHLMEIER BROS.,

CINCINNATI, O.

## THE GENERAL LUMBER COMPANY

## HARDWOODS

HEMLOCK, YELLOW PINE.

COLUMBUS

OHIO

The only trade paper reaching all classes  
of hardwood consumers

HARDWOOD RECORD  
355 Dearborn St., Chicago

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

**Ash**

White and Brown

**Basswood**

**Birch**

Red and White

**Butternut**

**Cherry**

**Chestnut**

**Cottonwood**

**Cypress**

**Elm**

Soft and Rock

**Gum**

Red and Tupelo

**Hickory**

**Maple**

Hard and Soft

**Red Oak**

Plain and Quartered

**White Oak**

Plain and Quartered

**Black Walnut**

**White Wood**

Poplar



## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET

## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET

## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash

Oak, Ash and other Hardwoods, all grades and thicknesses.

Will receive and inspect stock at shipping point

515 RANDOLPH BLDG., MEMPHIS, TENN.

940 SENECA STREET, BUFFALO, N. Y.

## EMPIRE LUMBER COMPANY

We want to move at once from Arkansas

140,000 feet 4/4 No. 1 Common Quartered White Oak Strips 2½ to 5½" wide

130,000 feet 4/4 No. 2 Common Quartered White Oak, 3" to 12" wide

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Specialty: INDIANA WHITE OAK

940 ELK STREET

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

492 ELK STREET



# Vansant, Kitchen & Co.



NEW ASHLAND MILL

Old-Fashioned

## YELLOW POPLAR

Ashland, Kentucky

5/8 AND WIDE STOCK SPECIALTIES

# YELLOW POPLAR

Manufacturers  
BAND SAWED  
POPLAR LUMBER

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares  
Specialty, Wide Stock.

# LUMBER CO.

COAL GROVE, OHIO, U. S. A.



W. M. Ritter Lumber Co.

MAIN OFFICE: COLUMBUS, OHIO

## YELLOW POPLAR

White Oak, Basswood, Chestnut,  
Ash, White Pine and Hemlock

We Want Your Business

Stock all band sawed, square edged, equalized. Dry Kilns,  
Planing Mills, Dressed Stock, Bevel Siding, Drop Siding



Specimen of our Oak Timber

# Hardwood Record

Eleventh Year.  
Semi-monthly.

CHICAGO, FEBRUARY 25, 1906.

Subscription \$2.  
Single Copies, 10 Cents.

## CHERRY

C. E. LLOYD, JR.  
Manager Sales

## RIVER

## LUMBER

GROWS IN  
WEST VIRGINIA

Sold by  
Cherry River Boom &  
Lumber Co.  
Offices: Philadelphia, Pa

## COTTONWOOD

### GUM AND OTHER HARDWOODS

We are manufacturers and carry on hand  
large stocks of well seasoned lumber at  
our yards and mills : : :

## PAEPCKE-LEICHT LUMBER CO.

General Offices: : : Tribune Building, CHICAGO

MILLS:  
Cairo, Ill. Marked Tree, Ark.: Greenville, Miss.  
Arkansas City, Ark. Blytheville, Ark.

## The Lumber Mutual Fire Insurance Company

Boston, Massachusetts

### STRENGTH

Net Assets: January 31, 1906,

All Liabilities Deducted—Sec. 1. —Chap. 118. —Mass. Laws.

### \$743,422.49

### ECONOMY

Dividends to Policy-Holders,

### 33 $\frac{1}{3}$ Per Cent

Mail Expiring Policy with Your Order.

THE DAVIDSON = BENEDICT CO.  
NASHVILLE, : : : TENNESSEE

—EVERYTHING IN—  
**Southern Hardwoods**  
**POPLAR, CHESTNUT, ASH, OAK**  
(Plain and Quartered). Straight or mixed cuts.  
**DRESSED POPLAR ANY WAY YOU WANT IT.**

You get what you want when buying from US. Delivered prices any  
—railroad point—

Our Specialty for Twenty-five Years

## RED GUM

25,000,000 feet per year.  
Perfect Manufacture. Special Treatment.  
Air and Kiln-dried.  
Rough, Dressed, Resawed and Worked.

**HIMMELBERGER-HARRISON LUMBER CO.**  
MOREHOUSE, MISSOURI

## TOLEDO FIRE AND MARINE INSURANCE COMPANY

CAPITAL, \$100,000. Lumber and wood working risks only insured. Ask for list of paid losses,  
including names of a hundred prominent lumber concerns in all parts of the country.

SANDUSKY

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OHIO



## Jones Hardwood Co.

INCORPORATED

### WANTS

### 3 Cars of 4" White Ash

Largely 18 and 28, and 40' 14 and 16' Lengths.

147 MILK STREET, BOSTON, MASS.

## Charles S. Wentworth & Co.

WHOLESALE LUMBER MERCHANTS

147 Milk Street  
BOSTON

We are in the Market for POPLAR, PLAIN OAK, CYPRESS and NORTH CAROLINA PINE LUMBER; also OAK, MAPLE and BIRCH FLOORING, and would appreciate correspondence from manufacturers in position to supply any of the stock named.

## Upham & Agler

Bedford Building  
CHICAGO

Wholesale Northern and Southern  
**Hardwoods**

Quick Service  
Perfect Milling  
Right Prices

DISTRIBUTING YARD: CAIRO, ILLINOIS



### A POINTER

for every buyer of lumber. When you want a straight grade of POPLAR or HARDWOOD lumber, MAPLE or OAK FLOORING, send your inquiries to

## DIXON & DEWEY

THE HARDWOOD PEOPLE

716 and 716 A, Flatiron Building,

NEW YORK

## DRY LUMBER

At  
Our

QUARTERED WHITE OAK.  
75,000 ft. 4/4 firsts & seconds.  
18,000 ft. 5/4 firsts & seconds.  
15,000 ft. 6/4 firsts & seconds.  
10,000 ft. 8/4 firsts & seconds.

30,000 ft. 2 1/2 and 3 in. firsts and seconds.

150,000 ft. 4/4 No. 1 common.  
80,000 ft. 5/4 No. 1 common.  
40,000 ft. 6/4 No. 1 common.  
22,000 ft. 8/4 No. 1 common.

20,000 ft. 2 1/2 and 3 in. No. 1 common.

12,000 ft. 4/4 cull.  
QUARTERED RED OAK.  
14,000 ft. 4/4 firsts & seconds.  
18,000 ft. 5/4 firsts & seconds.

8,000 ft. 6/4 firsts & seconds.  
5,000 ft. 8/4 firsts & seconds.  
38,000 ft. 4/4 No. 1 common.  
12,000 ft. 5/4 No. 1 common.  
7,000 ft. 6/4 No. 1 common.  
8,000 ft. 8/4 No. 1 common.

PLAIN WHITE OAK.  
80,000 ft. 4/4 firsts & seconds.  
7,500 ft. 5/4 firsts & seconds.  
9,000 ft. 6/4 firsts & seconds.  
22,000 ft. 8/4 firsts & seconds.  
8,000 ft. 10/4 firsts & seconds.  
16,000 ft. 12/4 firsts & seconds.  
127,000 ft. 4/4 No. 1 common.  
20,000 ft. 5/4 No. 1 common.  
50,000 ft. 6/4 No. 1 common.  
50,000 ft. 8/4 No. 1 common.  
8,500 ft. 10/4 No. 1 common.  
12,000 ft. 12/4 No. 1 common.

ALL THICKNESSES IN CULL POPLAR, ASH, CHESTNUT.

Your Inquiries Would Be  
Appreciated.

**W. P. BROWN & SONS LUMBER CO.**

## Louisville Yards

Prompt  
Delivery

CHERRY.  
1 car Log Run.

PLAIN RED OAK.  
47,000 ft. 4/4 firsts & seconds.  
5,000 ft. 5/4 firsts & seconds.  
9,000 ft. 6/4 firsts & seconds.  
17,000 ft. 8/4 firsts & seconds.  
31,000 ft. 4/4 No. 1 common.  
24,000 ft. 5/4 No. 1 common.  
14,000 ft. 6/4 No. 1 common.  
29,000 ft. 8/4 No. 1 common.

ASH.  
1 car 4/4 firsts & seconds.  
8,000 ft. 5/4 firsts & seconds.  
15,000 ft. 6/4 firsts & seconds.  
29,000 ft. 8/4 firsts & seconds.  
7,000 ft. 10/4 firsts & seconds.  
7,000 ft. 12/4 firsts & seconds.

4,000 ft. 16/4 firsts & seconds.  
50,000 ft. 4/4 common.  
2,000 ft. 5/4 common.  
20,000 ft. 6/4 common.  
15,000 ft. 8/4 common.

POPLAR.  
60,000 ft. 4/4 firsts & seconds.  
42,000 ft. 5/4 firsts & seconds.  
17,000 ft. 6/4 firsts & seconds.  
58,000 ft. 8/4 firsts & seconds.  
3,000 ft. 10/4 firsts & seconds.  
17,000 ft. 12/4 firsts & seconds.  
8,000 ft. 18/4 firsts & seconds.  
90,000 ft. 4/4 No. 1 common.  
28,000 ft. 5/4 No. 1 common.  
18,000 ft. 6/4 No. 1 common.  
31,000 ft. 8/4 No. 1 common.  
12,000 ft. 10/4 No. 1 common.  
8,000 ft. 12/4 No. 1 common.

**WHOLESALE HARDWOODS**  
LOUISVILLE, KY.



# CADILLAC



CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Maple Flooring and Southern Michigan Hardwoods

### —MAPLE FLOORING—

The very best, Standard Widths and Grades

### —HARDWOODS—

4 4 Basswood in Clear Nos. 1 and 2 Common  
 4 4 Gray Elm in Clear, Nos. 1, 2 and 3 Common.  
 6 4 and 8 4 Gray Elm in 1st and 2nd Clear.  
 4 4, 5 4, 8 4, 10 4, 12 4, 16 4 Maple in 1st and 2nd Clear.  
 4/4, 5/4, 8/4 Selected End Dried Clear White Maple.  
 5 4 and 8 4 No. 2 Common and Better Beech  
 4 4 No. 3 Common Maple and Beech for crating, sheathing, etc.  
 4 4 Cull Hardwood.

If you are in the market for any of the above it  
 : : will be to your advantage to write us. : :

## Mitchell Brothers Company

## Cummer, Diggins & Co.

—MANUFACTURERS—

“CUMMER” MAPLE  
AND BEECH FLOORING

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12 4, 14/4, 16/4  
 GRAY ELM—4/4, 12/4  
 BASSWOOD—4/4  
 BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co.

. . Band Sawn . .  
Michigan Hardwoods

60 M 4/4 Basswood No. 2 common and better.  
 33 M 8/4 Soft Elm No. 2 common and better. Will run 75-80% 1st and 2nd.  
 5 M 4/4 Birds Eye Maple. Will run 80% 1st and 2nd  
 30 M 4/4 Birch No. 2 common and better.  
 12 M 4/4 Oak No. 3 common and better.

## Michigan Hardwoods

BASSWOOD  
SOFT GRAY ELM  
BIRCH  
HARD MAPLE

BE FRIENDLY :: WRITE US



**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**





# MEMPHIS

THE HUB OF THE HARDWOOD WORLD

**W**E have in all thicknesses the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

## MEMPHIS YARD

Ash ..... 680,000 feet  
Quartered White Oak... 75,000 feet  
Plain White Oak..... 140,000 feet  
Quartered Red Oak... 225,000 feet  
Plain Red Oak ..... 410,000 feet  
Cypress..... 225,000 feet  
Cottonwood ..... 200,000 feet  
Poplar ..... 308,000 feet

## SELMA YARD

Poplar ..... 409,000 feet  
Bay Poplar..... 857,000 feet  
Red Gum ..... 55,000 feet  
Cypress..... 787,000 feet

## BERCLAIR YARD

Bay Poplar..... 100,000 feet  
Cypress..... 800,000 feet

## OTHER YARDS

Plain Red Oak ..... 350,000 feet

## J. W. THOMPSON LUMBER COMPANY

Office and Yards: Randolph Road and I. C. R. R. : : MEMPHIS, TENN.

## BACON-NOLAN HARDWOOD CO.

Manufacturers of

**Band Sawn Oak, Ash  
Gum, Cypress, Etc.**

Office,  
Memphis, Tenn.

Mills,  
Chancy, Miss.

Address all correspondence to Memphis office.

**F. W. GILCHRIST, President**  
**W. A. GILCHRIST, Vice President**  
**W. E. SMITH, Sec'y and Treasurer**

## W. E. SMITH LUMBER CO.

Manufacturers of  
**HARDWOOD LUMBER**

Mills, Tennessee, Arkansas, Mississippi  
Distributing Yards, Cairo, Illinois  
General Office Tennessee Trust Bldg.

**MISSISSIPPI VALLEY COTTONWOOD**

**F. W. GILCHRIST, Pres.** **W. A. GILCHRIST, Vice-Pres.**  
**W. E. SMITH, Sec'y and Treas.**

## Three States Lumber Co.

MANUFACTURERS OF

Mills:  
Missouri  
Arkansas  
Tennessee

**Hardwood Lumber  
Cottonwood and Gum**

Office  
Tennessee  
Trust  
Building

GET OUR PRICES, TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

**COTTONWOOD GUM**

## Briggs & Cooper Company, Ltd.

MANUFACTURERS

**NORTHERN HARDWOODS**  
**SOUTHERN**

WRITE US FOR PRICES ON

4 4 to 12 4 No. 1 common and better Michigan Soft Grey Elm... 1,000,000 feet  
4 4 to 12 4 Winter Sawn Michigan Basswood..... 325,000 feet  
4 4 to 24 4 Michigan Hard Maple, seasoned or sawed to order... 3,000,000 feet  
4 4 to 8 4 selected End Dried White Maple..... 150,000 feet  
4 4 to 16 4 Brown and White Ash..... 250,000 feet  
4 4, some thicker, Plain Red and White Oak..... 200,000 feet  
4 4, some thicker, Quartered Red and White Oak..... 280,000 feet

YARDS AT

**SAGINAW, CHICAGO AND MEMPHIS**

## BLANTON-THURMAN CO.

MEMPHIS

TENNESSEE

**"The Yellow  
Cypress People"**

The kind that cuts up best, works easily and finishes elaborately.

## GOOD LAND CYPRESS COMPANY

**NEW ORLEANS, LOUISIANA.**

MANUFACTURERS OF

**CYPRESS LUMBER**

## JAMES THOMPSON & COMPANY

Wholesale

**Southern Hardwoods**  
Cottonwood, Gum and Cypress a Specialty

MILLS:  
Arkansas Mississippi Louisiana

Office, Randolph Bldg.,  
**MEMPHIS, TENN.**

No. 1, No. 2 and No. 3 Common  
Poplar, 4-4, 5-4, 6-4, 8-4. For sale by

## The Loomis & Hart Manufacturing Co.

Chattanooga, Tennessee

WRITE FOR PRICES

## HICKORY

200,000 Pieces Hickory 1 1/2 x 1 1/2 and 1 1/2 x 2 1/4 square, 20 to 30 inches long  
Will sell in the rough or will manufacture into anything that you need.  
What do you need? Let us know

The Canton Lumber Company, Canton, Miss.

**We Sold Nearly \$10,000,000 Worth of Timber in 1905**

# **TIMBER LANDS FOR SALE**

**Yellow Pine**  
**AND**  
**Cypress**

**in tracts of 10,000 acres and upwards.**  
**Stumpage values are always on the increase.**  
**Our own** estimates furnished to actual buyers  
only. No information given to agents or brokers.

## **James D. Lacey & Co.**

608 Hennen Bldg., NEW ORLEANS

Western Office  
507 Lumber Exchange  
SEATTLE, WASHINGTON

1200 Old Colony Bldg., CHICAGO



# Swann-Day Lumber Company

MANUFACTURERS OF

## POPLAR AND OAK

PLANING MILL STOCK, BOX SHOOKS  
AND HARDWOOD DIMENSION

CLAY CITY, KENTUCKY

### Ornamental Hardwood Floors

400 STYLES AND PATTERNS

Illustrated Catalog on Application

**WOOD-MOSAIC FLOORING CO.**

Rochester, N. Y.

New Albany, Ind.

### The Tegge Lumber Co.

MILWAUKEE  
WISCONSIN

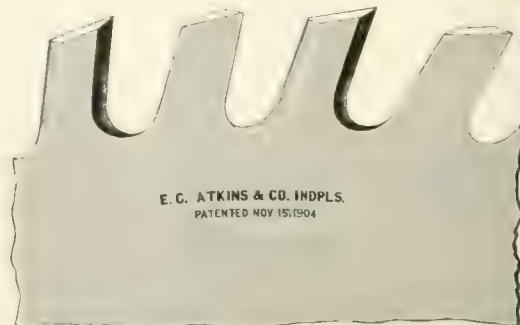
BUYERS OF  
ALL KINDS OF

**HARDWOOD LUMBER**



## NO PLANING

Investigate Atkins' New Patent Tooth Circular Saw—the McLean and McKam. Does away with planing. Cuts equally well in **Cross Grain, Ripping or Even Mitering.** A smooth glue joint without sanding. Will pay for itself in a short time. Send for information, also Catalogue describing Atkins' famous line of Silver Steel Saws—Circulars, Bands—everything that's made in saws. "Finest on Earth."



# E. C. ATKINS & CO. Inc.

Branch Houses: Atlanta, Chicago, Memphis, Minneapolis, New Orleans,  
New York City, Portland, Seattle, San Francisco and Toronto, Ont.

FACTORIES AND HOME OFFICE  
INDIANAPOLIS, U. S. A.

# **We Lead the World in Walnut**

We have the largest and most complete  
assortment of

## **WALNUT LUMBER AND LOGS**

in the world—five to seven millions always ready for shipment. Annual output nineteen to twenty-five millions. We confine ourselves exclusively to walnut, consequently, we excel in that line. Uniform grading and fair treatment accorded our customers.

Send your inquiries to

**AMERICAN WALNUT CO.**  
**KANSAS CITY, U. S. A.**

J. N. PENROD, Pres.

M. KOSSE, Sec'y.



## "Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

**The I. Stephenson Company**  
WELLS, MICHIGAN

## FEBRUARY STOCK LIST

MAPLE		BIRCH		BASSWOOD	
1 in.	2,000,000 ft.	1 in.	500,000 ft.	1 in.	300,000 ft.
1 1/4 "	100,000 "	1 1/2 "	100,000 "	1 1/4 "	30,000 "
1 1/2 "	400,000 "	2 "	100,000 "	1 1/2 "	50,000 "
2 "	1,000,000 "	2 1/2 "	50,000 "	2 "	75,000 "
2 1/4 "	200,000 "	3 "	75,000 "	3 "	4,000 "
2 1/2 "	500,000 "	<b>ROCK ELM</b>		<b>GRAY ELM</b>	
3 "	500,000 "	2 in.	25,000 ft.	1 in.	300,000 ft.
4 "	400,000 "	2 1/4 "	50,000 "	1 1/2 "	200,000 "
<b>BEECH</b>		<b>WHITE MAPLE</b>		<b>ASH</b>	
1 in.	500,000 ft.	End Piled		1 in.	500,000 ft.
1 1/4 "	250,000 "	1 in.	100,000 ft.		
1 1/2 "	400,000 "	1 1/2 "	20,000 "		
2 "	100,000 "	2 "	50,000 "		
2 1/2 "	200,000 "				

**KELLEY LUMBER & SHINGLE CO.,** Traverse City, Mich.

INCORPORATED 1902.

## The Michigan Maple Company

WHOLESALE

### MICHIGAN HARDWOODS

HENRY W. CAREY, President  
HENRY N. LOUD, Vice Pres  
WILLIAM P. PORTER, Vice Pres  
WILMER T. CULVER, Secretary  
WILLIAM H. WHITE, Treasurer  
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HARRY NICHOLLS, Director

609-611 Mich. Trust Bldg.,

GRAND RAPIDS, MICH.

## Timber Bonds

SECURED BY FIRST MORTGAGE ON TIMBER LANDS

## H. C. Barroll & Co.

BANKERS, First National Bank Building, CHICAGO.

## OAK FLOORING

Kiln Dried

Bored

Polished



Hollow

Backed

and

Bundled

## Wolverine Brand Maple Flooring

== "THERE IS NONE BETTER" ==



It is the same old story, but we want you to know what WOLVERINE BRAND will do for you, and what it will cost you. We want to do this before you place your next order. If we make you quotations, we expect the quality and prices will get your order. TRY US.

## BLISS & VAN AUKEN

900 S. Niagara St., Saginaw W. S., Mich.

H. B. LEAVITT Pres. B. F. RICHARDSON, V. P. E. H. ADAMS Secy.

## The Leavitt Lumber Co.

MANUFACTURERS

SOUTHERN AND WISCONSIN HARDWOODS

CHICAGO YARD—DRY STOCK ON HAND

1,000,000 feet 1 inch to 2 inch  
1,000,000 feet 2 inch to 3 inch  
200,000 feet 3 inch  
300,000 feet  
300,000 feet  
500,000 feet

Besides Gum, Maple, Hickory, Ash and Other Hardwoods.

ALSO 12,000,000 FEET HARDWOOD AND  
PINE AT FREDERIC, WISCONSIN.

MILLS: FREDERIC, WIS.

Yards and Office:  
Center Ave., near 35th St. CHICAGO

## THE "FINEST" MAPLE FLOORING

## W. D. YOUNG & CO.

BAY CITY, MICHIGAN.

Producers from TREE to TRADE of the highest type of Michigan Forest Products. Large stock of Maple Flooring and 15,000,000 feet of Hardwoods—1 to 4 inches thick—on hand.

## Maple, Birch and Beech Lumber

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXI.

CHICAGO, FEBRUARY 25, 1906.

No. 9.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

FRANK W. TUTTLE, Sec.-Treas.

### OFFICES

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephones: Harrison 4960 Automatic 5659

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### COMING ASSOCIATION MEETINGS.

#### National Wholesale Lumber Dealers.

The fourteenth annual meeting of the National Wholesale Lumber Dealers' Association will take place at Willard's Hotel, Washington, D. C., on Wednesday and Thursday, March 7 and 8.

#### National Hardwood Association.

The ninth annual convention of the National Hardwood Lumber Association will be held at the Gayoso Hotel, Memphis, on Thursday and Friday, May 3 and 4.

### General Market Conditions.

General market conditions in hardwoods the country over still remain very good. However, the prices of plain oak have slipped a little output wherever conditions made it possible, and apparently the wood is in better supply in certain localities than for some time past. Salesmen in New York and the eastern market generally are offering more plain oak than at any time for a year, and while prices generally hold pretty firm, there is no attempt to radically advance them. In spite of vigorous efforts to increase the price of quarter-sawn oak in the eastern market, sellers have not succeeded in securing any advance.

Chestnut in common and better is in splendid demand, with somewhat increasing values. Northern hardwoods are showing improvement every day. The Michigan Maple Company, which controls the larger proportion of high-class maple manufactured in the country, has recently slightly advanced its prices, and alleges that the stock in sight is quite a little less than a year ago. The new price list of this company, which is an index to maple values, will be found elsewhere in this issue of the HARDWOOD RECORD. Birch, basswood and other northern woods are also in increased demand at very satisfactory

values. Many producers in the North allege that they have more advance sales on their books than at any time for years.

The request for cypress is beyond the ability of manufacturers to supply, and the wood is being sold strictly in accordance with the advanced price list put out three weeks ago.

Poplar and cottonwood, as well as all other southern hardwoods, are in excellent demand, and prospects are very good for a strong season's trade at satisfactory prices. The recent tides in the rivers of the mountain districts have brought down an unusually large quantity of poplar logs for this season of the year, and there is promise that this wood will remain in very good supply for some months to come. However, it is very much needed in the general market. A good many buyers during the last six months have been obliged to substitute other woods for poplar, since they could not obtain the necessary quantity of it.

There is an improvement noted in the foreign trade, and indications point to a much more healthy condition prevailing abroad than for many years. There are decidedly improving values in mahogany, both in Great Britain and on the continent, which will greatly stimulate values in both plain and quartered American oak, as mahogany is the chief competitor of these woods. Another feature that will help oak values abroad is the recent advance made in Austrian oak. The increased request for oak at better values abroad has also influenced black walnut, which is in better shape on the continent than it has been for years.

The demand for both maple and oak flooring still continues very strong, and the factories are taxed to their utmost capacity to keep up with orders. This is especially true of clear and No. 1 in 2 1/4 inch face.

The veneer people are having lots of business, but their lack of anything like an accurate cost schedule makes it doubtful if many of them have made very much money during the past year. The recently organized veneer and panel people will doubtless establish a basis of values at a considerable advance. Of late, veneer prices have been so relatively low as to militate very seriously against advancing the price of quartered oak and the good end of birch.

### The New Veneer and Panel Association.

A majority of the members of the newly organized National Veneer and Panel Manufacturers' Association had a very interesting meeting at Chicago last week, in which it was demonstrated beyond question that comparatively few veneer men know how to estimate cost, or that competition from other manufacturers who do know how to do this is so severe that they are selling the product at a much lower price than they should receive for it. Hitherto this important and growing element of the hardwood industry has neglected the matter of association organization, and it was made apparent that it is high time these people got together for an analysis of methods, cost and value.

Information was disseminated at this meeting which will be of undeniable interest to the great number of veneer and panel makers who have as yet failed to ally themselves with the progressive men in the trade who have established this organization. A full report of the various discussions and proceedings of this meeting is published in this issue of the HARDWOOD RECORD, and a careful reading and analysis of it is worth the time of every veneer maker in the country.

Like other associations in their infancy, this one has yet failed to



"get down to brass tacks," but from the great interest manifested by even the small number present at previous meetings it doubtless will eventually prove of as much value to the veneer trade as the various lumber associations are to their particular branch of the lumber industry. The association plans to hold both northern and southern district meetings at an early date, and to have a general meeting at Chicago in June, at which time it will be ready to put the results of its preliminary work into logical shape on the subjects of methods of production, grading and values.

### High and Low Financing.

The lumber trade, with rare exceptions, has escaped from "high finance" and graft. The developments of the past week, in which one man has been characterized as "an alleged lumber dealer, but in reality a dealer in banks," have been rarely duplicated in the history of the lumber industry of this country. The nearest approach to the methods employed by this man, perhaps, were those of the notorious Corkran of New York, who in a million-dollar failure let the lumber public off with less than ten per cent, and soaked the banks for the other ninety. In both cases lumber people generally got off very easily. It is scarcely necessary to comment on or deprecate this class of financiers, as they are not recognized by the legitimate portion of the trade as in any wise belonging to the lumber fraternity.

Incidentally, there has sprung up during the past few years various lumber propositions financed in the way the average wild-cat gold mine enterprise is engineered. Wonderful stories are told of the fabulous profits to be obtained from some great and remote timber areas, and stock is sold in small blocks indiscriminately to everyone who can be coaxed to part with a few dollars. These buyers are told that their investment will be a very profitable one, from which they will secure with great regularity dividends of wonderful proportions. A specimen of the promises held out to investors is cited in the report of the veneer and panel meeting held last week in Chicago, where a showing of profit in the veneer business is advertised that is absolutely ridiculous to anyone who knows anything about the business. But it is not the man who knows anything about the veneer business who will be caught up by such promises of profit.

There is a very energetically handled alleged lumber enterprise which has been exploited from Philadelphia headquarters during the past year in which the promoters allege that they have untold wealth in Mexico in the way of timber lands, and they make statements of marvelous profits that they are turning over to stockholders. It is dollars to doughnuts that this company is paying dividends from stock sales and has not yet earned a cent from its alleged Mexican investment. The public is herewith warned against buying

way that has come to the attention of the HARDWOOD RECORD that is worthy of confidence.

There is plenty of stock on the market in legitimate lumber enterprises which will and does pay a fair return on the investment, but these securities should be purchased only from legitimate and well-known bankers and brokers, or from the companies themselves.

### Terms and Discounts.

The National Lumber Manufacturers' Association has been working for some time in the endeavor to secure the adoption of uniform terms of sale and discounts by the various associations allied with it in the manufacture of lumber. This association has suggested a formula of sale and discount which is as formidable as a railroad bill of lading. This has doubtless been brought about by reason of trying to harmonize the various ideas promulgated by allied associations, but it is doubtful if it can be brought into general use to the satisfaction of the buying public in its present form.

The first paragraph of the proposed terms reads: "This order is taken subject to approval by the general office." It would seem that a competent lumberman should be able to so instruct his salesmen that they would have absolute authority to sell lumber. A sale made with the paragraph noted attached to the order slip is no sale at all, and the buyer has no way of knowing whether it will have the approval of the "general office" or not. Doubtless the meaning of this sentence is that the order is subject to previous sale of the stock or to the satisfactory credit of the buyer. Such a notation would not be resented by a purchaser, but it strikes the HARDWOOD RECORD that the encumbering of a sale ticket with the sentence quoted will not be acceptable. The document is certainly too long, and too discursive. The attention of the association is called to the very simple rules of terms and discounts adopted a few months ago by the Wisconsin Hardwood Lumbermen's Association as a model of conciseness and one which covers all the salient features of justice in the matter.

### The Dimension Association.

The embryo Hardwood Dimension Association held an important meeting at Cincinnati on Feb. 21 and 22, a full report of which will be found in the news columns of this issue of the HARDWOOD RECORD. After estimating the cost of putting an independent association covering hardwood dimension into the field, it was deemed wise to amalgamate with the Hardwood Manufacturers' Association of the United States, which organization has agreed to make dimension problems a matter of study and to create a separate department covering this important detail of the hardwood industry. As nearly all dimension people are also manufacturers of hardwood lumber, it would seem that the coalition is a logical one. The big association has nearly all the machinery at hand at the present time to carry on systematic and beneficial work for dimension stock makers.

### THE BOY OF THE FOREST.



[This is a picture of Lewis Lentz Michelson, the eighteen months old son of F. L. Michelson, secretary and treasurer of the Johannesburg Manufacturing Company, Johannesburg, Mich., and grandson of N. Michelson, of Salling, Hanson & Co., Grayling, Mich. He is a sturdy youngster and his favorite plaything is a miniature cant hook, the use of which he practices on round cordwood.]

**Forest born and forest reared  
Seeing in his daily life  
Men of prowess in a strife  
With a forest wild and weird!**

**Seeing with his infant eyes  
From the morn to even lamp—  
Wonders of the woods and camp  
Men so mighty and so wise!**

**Maples whisper to his mind  
Childish toys are not for him  
Axes, saws and cant hooks trim  
Are the playthings of his kind!**

## Pert, Pertinent and Impertinent.

### The New Spring Shades.

She wore a filmy champagne gown.  
And deep red cherries on her hat.  
Wine-colored gloves, shoes sherry brown.  
While claret was each dainty spat.

Her face was olive, and her hair  
True amber of the lager tint;  
She was right portly, and her rare  
Surtout was colored like the mint.

A chartreuse ribbon bound her throat—  
For all the Rhenish shades she hates—  
As down the street she seems to float  
Small wonder she intoxicates.

### Keep A-Pushing.

One step won't take you very far;  
You've got to keep on walking  
One word won't tell folks all you are;  
You've got to keep on talking.  
One inch won't make you very tall;  
You've got to keep on growing.  
One little "ad." won't do it all;  
You've got to keep 'em going.

### The Ubiquitous Mary.

Mary had a little bear  
Its fur was black as night  
And everywhere that Mary went  
He kept her right in sight.  
He followed her to school one day,  
Which was agin' the rule,  
An' kase the teacher raised a row  
He et the blamed old fool.  
"What makes the bear love teacher so?"  
The happy school kids cried.  
A voice within the b'ar returned,  
"You'll have to ask inside."

### Not Satisfactory.

When a man lives  
beyond his income,  
the outcome is cer-  
tain to be unsatisfac-  
tory.

### Certain.

If the world really  
owed every man a  
living it would long  
ago have been bank-  
rupt.

### True.

A man who has  
pride in earning more  
than he gets is usual-  
ly the man that gets  
the most.

### Modesty.

Modesty is a ster-  
ling quality, but it  
doesn't always get  
what you want.

### Lucky.

One who can ex-  
tract amusement out  
of his labors is in-  
deed fortunate.

### Good for a Time.

Every man's word  
is good until you  
hear the other chap's  
story.

### Different.

Ambition should  
not be confounded  
with greed.

### Time to Change.

When you can't  
find a good word to  
say about your em-  
ployer or employ-  
ment, it is a good  
time to find another  
boss or another job.

### Isn't He?

Isn't the man with a thousand a year,  
who saves a part of it, better off than the  
man who makes five thousand and spends  
it all?

### Not to be Expected.

It's not to be expected that your friends  
will do more for you than you are willing  
to do for yourself.

### Does He Not?

A man with a million may not be a suc-  
cess, but the fellow without a dollar looks  
suspiciously like a failure.

### Alike.

A damaged reputation is like a con-  
demned boiler—after it's overhauled many  
people are suspicious of it.

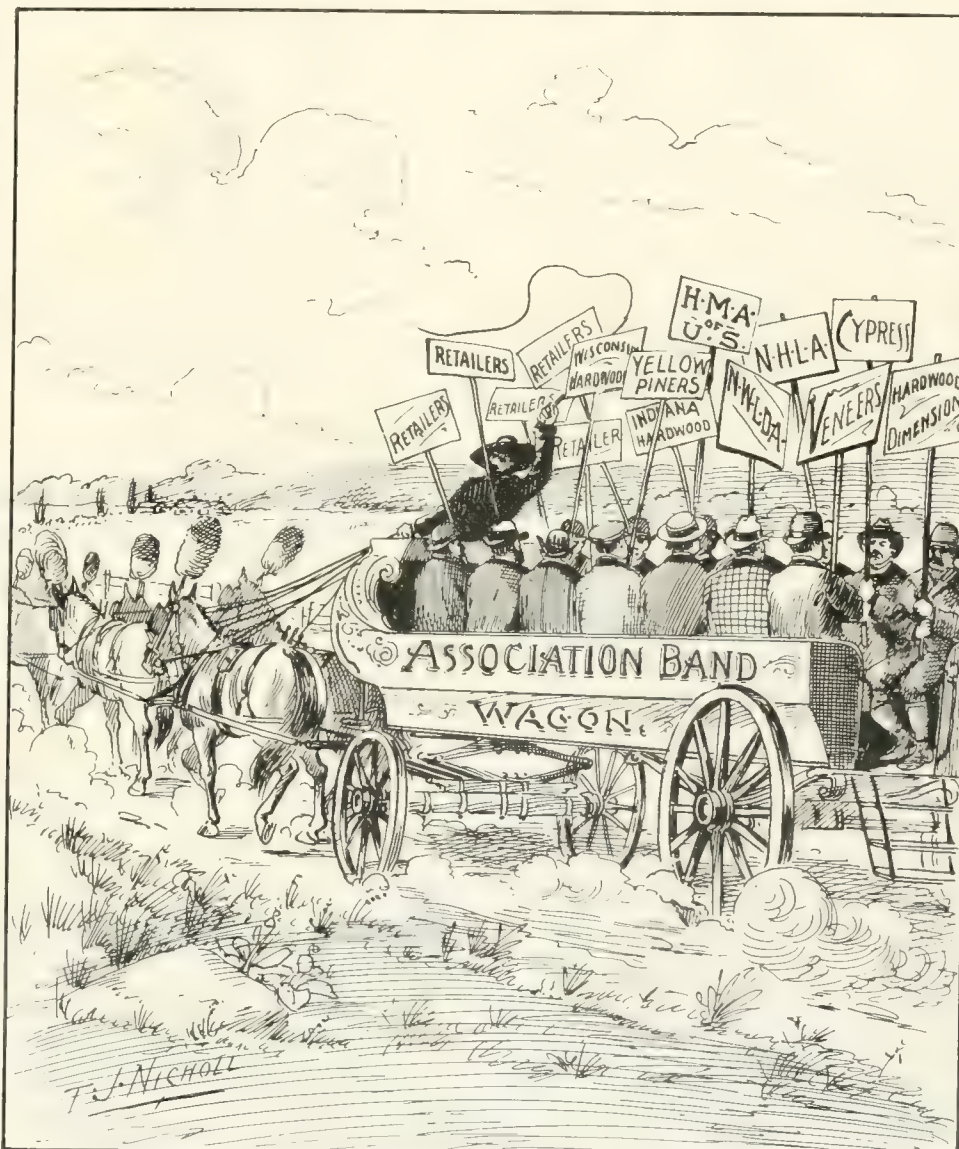
### Can't They, Though?

A ninety-eight-pound lump of feminine  
loveliness can make a two-hundred-pound  
man look like a nickel's worth of lard in a  
paper sack.

### Men and Women.

Women are pictures, men are problems;  
if you want to know what a woman really  
means look at her, don't listen to her.

## Just Room for the New Recruits.



The Driver: For Heaven's sake, boys, don't fall out and you'll be all right.

### Not Certain.

Don't think that  
because one of the  
participants in a row  
is wrong, the other is  
altogether right.

### Things to Avoid.

Abuse and flattery  
are two things one  
should avoid.

### Notoriety.

Some people for-  
ever mistake notori-  
ety for fame.

### Very Busy.

It's a pretty busy  
man who is too busy  
to stop to go to a dog  
fight.

### Opportunity.

Opportunity makes  
the man—after the  
man has made the  
opportunity.

### Greatness and Egot- ism.

Greatness may  
doubt its own import-  
ance, but egotism  
never does.

### Respect.

The man who com-  
mands the most re-  
spect has the least  
thought of himself.

### Not Always.

When we are happy  
we are always good;  
but when we are good  
we are not always  
happy.

### Good Start.

Dollars and sense  
constitute a good  
start in life.



# AMERICAN FOREST TREES.

TWENTY-EIGHTH PAPER.

## Red Cedar.

*Juniperus Virginiana*—Linn.

Red cedar grows from Nova Scotia and southern New Brunswick to the northern shores of Georgian bay; through northern Michigan, Minnesota and Wisconsin; southward to Tampa bay in Florida and through the valley of the Colorado in Texas; west as far as eastern Nebraska, Kansas and Oklahoma; in the far West its range of growth is from the mountains of Colorado to British Columbia; it is occasionally found in Utah, Arizona and Nevada, though not in comprehensive growth. The tree is the most widely distributed of North American coniferae.

It is called red cedar in New Hampshire, Vermont, Massachusetts, Rhode Island, New York, New Jersey, Pennsylvania, Delaware, West Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Kentucky, Missouri, Illinois, Indiana, Wisconsin, Iowa, Michigan, Minnesota, Ohio and Ontario; cedar in Connecticut, Pennsylvania, New Jersey, South Carolina, Kentucky, Illinois, Iowa and Ohio; savin in Massachusetts, Rhode Island, New York, Pennsylvania and Minnesota; juniper in New York and Pennsylvania; juniper bush in Minnesota; cedre in Louisiana.

Red cedar grows to a height of from fifty to eighty feet, two or three feet in diameter. It is conical in shape, becoming irregular when old. In certain districts it grows in the form of a shrub. It is extensively used in landscape gardening, although only when a picturesque or rugged effect is desired. The Dutch learned from the Japanese to trim the tree into odd shapes, and it is sufficiently hardy to withstand this perversion of its natural growth.

Red cedar thrives on dry, gravel ridges and limestone hills and near the coast, in deep swamps; throughout Montana it is found bordering streams and lakes. It reaches its greatest development in the valley of the Red river, in Texas.

The bark of red cedar is reddish-brown and fibrous, and often peels off in long strips, exposing the smooth wood below. The leaves are in opposite pairs, having slender points, very small; on young plants and vigorous shoots they are lanceolate and light yellowish-green in color; they overlap each other and grow in rows on the branch-

lets, having a stiff, angular appearance. In northern growth they turn russet during the winter, after a few seasons growing hard and woody, although they remain two or three years longer on the branches.

The flowers are dioecious, but occasionally monoecious. The staminate ones have ten or twelve stamens, with four or sometimes

The wood is light and soft, not strong, and brittle. It is close and straight-grained, and easily worked. It is very durable when in contact with the soil. A cubic foot of red cedar weighs about thirty pounds. In appearance it is dull red, the thin sapwood being nearly white. The medullary rays are numerous, but obscure; the bands of summer cells rather wide and conspicuous. It has a delicate, agreeable fragrance, which is especially marked. This odor is disagreeable to insects, and for that reason chests and closets of cedar are highly appreciated as storage places for garments subject to the ravages of the moth and buffalo bug. An extract from the fruit and leaves is used in medicine, while oil of red cedar, distilled from the wood, is used in making perfume. Cedar has a sweet taste. It burns badly, scarcely being able to support a flame; it is exceedingly aromatic and noisy when burning and the embers glow long in still air. The wood fades when exposed to the light.

Its representative uses are for posts, railway ties, pails, sills, cigar-boxes, interior finish and cabinet making, but its most general use is in the manufacture of lead-pencils, for which its fine, straight grain and soft texture are peculiarly adapted. The further south cedar is found, the softer and clearer it is. In the North, in ornamental trees, it is very hard, slow-growing and knotty. It shows but a small percentage of clear lumber. In eastern Tennessee there were considerable quantities of red cedar brake that were for years considered of little value. About the only way the wood was employed a few years ago was in fence rails and posts, fuel and charcoal. Of late, people in localities where cedar grows in any abundance, have awakened to its value, and cedar fences are rapidly disappearing, owing to the high prices now paid for the wood, and the excellent demand. On no other variety of southern wood has such



TYPICAL RED CEDAR GROWTH UNDER CULTIVATION

five pollen sacs. The scales of the pistillate flower are violet in color and spreading, disappearing from the fruit, which is a tiny berry, pale green when young and purplish-black at maturity; it grows erect and close, along the branchlets. This fruit has a firm covering and sweet, resinous meat, containing two or three seeds, pale brown, with a thick, hard covering.

depredation been practiced. Because of its lightness and the ease with which it can be worked, it has been used for purposes for which other and less valuable woods were well adapted. On account of its slow growth, its complete exhaustion has often been predicted, but a second growth has appeared which, though much inferior to the virgin timber, can be used in many



ways to excellent advantage. Instead of the huge piles of cedar flooring, chest boards and smooth railings of the old days, one now sees at points of distribution great piles of knotty, rough poles, ten to



TYPICAL FIELD GROWTH OF RED CEDAR.

forty feet long, which years ago would have been discarded. Today they represent bridge piling and "highway" piling; the better and smoother among them being used for telephone and telegraph poles.

Middle Tennessee has produced more red cedar than any other part of the United States, but the bulk of production has been confined to a few counties, which produce a higher class and more aromatic variety of wood than that found elsewhere. A century ago these counties abounded in splendid forests of cedar. The early settlers built their cabins of huge cedar rafters; their smoke houses were built of them;

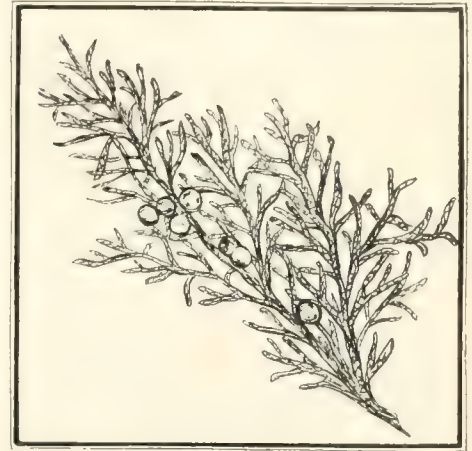
their barns; even the roofs were shingled with cedar and the rooms and porches floored with the sweet-scented wood. Not many years ago trees three feet or more in diameter were often found. Now, however, a log fourteen inches thick is considered good, and the average run is much smaller.

Red cedar is remarkable for its lasting qualities. It will resist dampness, soil, or any agency of destruction more effectively than any other wood, and in addition, it can perhaps be used for more commercial purposes than any other. An illustration of its wonderful lasting qualities is furnished in the fact that cedar logs which had been covered by earth for thirty years were recently dug up in Nashville and were found to be in a perfect state of preservation. The Nashville, Chattanooga & St. Louis railway has a trestle built of cedar piling, many years old, and the structure is still in good shape and the wood well preserved.

The poet has written of the "old oaken bucket that hung in the well," but had he ever taken a cool drink from a cedar one he would have cut out oak and substituted red cedar, for a certainty. The authentic history of one red cedar bucket that was exhibited at the St. Louis World's Fair traces it back to the year 1767. The pail first belonged to the Estes family at Water Hill, Tenn., and has been handed down from generation to generation. Not long ago it was polished, the brass hoops brightened up, and the old pail made to look as though it had just come out of the factory.

Although the most general use at the present time is for lead-pencils, few people who sharpen one and smell the fragrant wood, stop to wonder where it came from. One would smile were it suggested to him that perhaps his pencil was formerly part of some Tennessee farmer's worm fence. The best timber obtained now is hewn into

export logs and shipped to Europe, particularly Germany, where a great quantity is converted into Johann Faber pencils. The red wood is made into the higher grades and the sap or streaked wood is used for



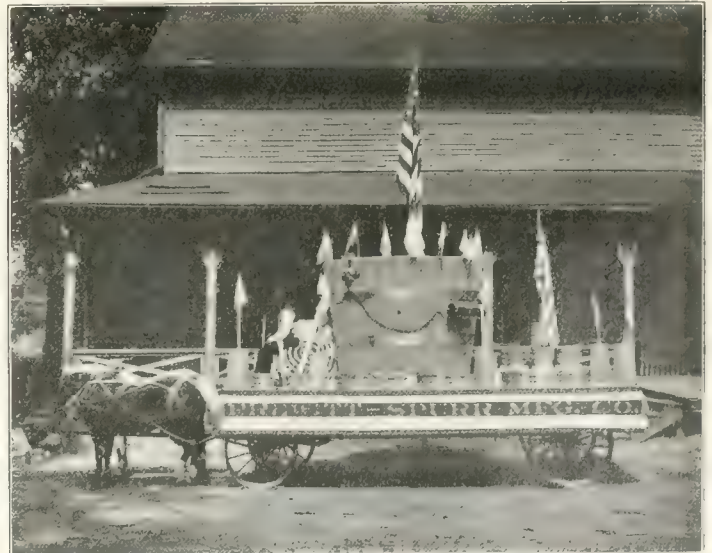
FOLIAGE AND FRUIT OF RED CEDAR.

the cheaper varieties. The smaller and inferior logs are cut into slats, while odds and ends, cutoffs, etc., are collected and sold by the hundred pounds to pencil factories. There are many such factories in the United States now, as well as in Europe, and pencil men are scouring the cedar sections to buy all they can. The farmer who has a red cedar picket or worm fence can sell it to these companies at a round price. Pencil men are even going back over tracts from which the timber was cut twenty-five years ago, buying up the stumps. When the wood was plentiful lumbermen were not frugal, and usually cut down a tree about two feet above the ground, allowing the best part of it to be wasted.

Red cedar takes a splendid polish and is a favorite with cabinet makers and furniture manufacturers. Again, its delightful and refreshing aroma makes it popular. It has special value for coffin boxes and is often finished in the natural wood for the



ROWS OF STATELY CEDARS AT HERMITAGE.



LARGEST CEDAR BUCKET IN THE WORLD.



cothens themselves. The best wooden roof covering is cedar shingles. It is also an excellent flooring, but neither shingles nor flooring are now made in commercial quantities.

Almost every southern family has a red cedar water bucket somewhere upon the premises, while churns made of it seem to turn out better buttermilk than any other kind. At Nashville, in the heart of the red cedar country, is found the only red cedar woodenware factory in the world, that of the Prewitt-Spurr Manufacturing Company. This concern was established in 1866 and its owners and managers are perhaps the best posted people on this wood, and the largest distributors of its products. The biggest and likewise the smallest cedar buckets in the world are on exhibition at their plant. The large one, exhibited at the World's Fair and pictured herewith, is six feet tall, measures eight feet across the top and stands on a bottom six feet wide. It holds 1,275 gallons and is perfectly shaped. The brass hoops measure six inches in width and the handle is twenty-six inches long by eight in diameter. The staves are six inches thick. Every part was carefully selected from the choicest timber.

Many years ago it was possible to secure a cedar log that would cut out six pieces of timber eighteen inches wide, an inch and a half thick and sixteen feet long, each plank absolutely perfect. This has been done out of forty-inch logs. Now, however, dealers are satisfied with logs fourteen and even nine inches in diameter. It seems only a question of a few years when the supply of red cedar will practically be exhausted. At present dealers are hauling logs a distance of twenty miles

to railroad and river. So expensive has cedar become that other woods are being substituted. Black locust is used for posts and chestnut for poles, the ends that go in the ground being creosoted. So-called red cedar shingles are being shipped from the Pacific Coast. They are made of another and inferior species, and are not genuine red cedar.

Red cedar is now selling for from thirty to forty cents a cubic foot and the price is constantly advancing. Near the center of Wilson county, Tennessee, is the little city of Lebanon, so named years ago, on account of the immense quantity of red cedar found about the place. In 1900 from two to three million feet of the timber were rafted down the Cumberland river, but no large amount of it since.

Concerning the pictures which accompany this article, the large one appearing on the first page illustrates the general appearance of red cedar in open field growth under its best conditions, and is employed owing to the fact that a forest growth photograph was not available. The two rows of stately cedars along one of the most famous drives in Tennessee, shown in another picture, are those along the road-way leading to the Hermitage, the home of President Andrew Jackson. It is twelve miles from Nashville, on the Lebanon road. At the end of the row of trees can be seen the former residence of "Old Hickory." Another picture is of the largest cedar bucket in the world, the dimensions and history of which are fully given in an earlier paragraph. The other illustration shows with fidelity the ordinary type of red cedar field growth, as it is found in the middle South, and the sketch is of a bit of red cedar foliage.

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### The Pittsburg Fuel Company.

Several clients of the HARDWOOD RECORD have made inquiries during the past few days concerning the Pittsburg Fuel Company, with offices at 612 and 614 Bijou building, Pittsburg. One of these inquiries was published in the last issue of the HARDWOOD RECORD. From information that has been received from Pittsburg and from other sources there is nothing very definite known about the personal character or responsibility of this concern or its members. Its stationery does not show any individual or individuals who are responsible for it, nor does it indicate whether it is a stock company or a partnership. One authority states that Louis N. Sturman is proprietor and that J. C. Harris is manager. It is further alleged that the

business was established by D. P. Evans, of Jeanette, Pa., and that he disposed of the business to Sturman. Sturman is said to be a young man formerly engaged as a traveling salesman, and there has been no evidence thus far presented that he owns any property or from what source, if any, his concern is capitalized.

In some quarters it has been hinted that the too-well-known C. J. Imel may be in some way associated with this enterprise. It is known that the concern has been sending out letters promiscuously soliciting stocks of lumber without giving any commercial references. One letter of this sort in the possession of the HARDWOOD RECORD is signed with a rubber stamp, "Pittsburg Fuel Company," and initialed with the letters "J. W."

The J. C. Harris mentioned is believed to be identical with the J. C. Harris who at one time was a partner in the firm of S. S. Spiro, alleged wholesale lumber dealers at Columbus, O., which ended in disaster, at least to people who sold it lumber.

From even the above information it will not be necessary to warn the readers of the HARDWOOD RECORD against any transactions with the Pittsburg Fuel Company unless further investigation demonstrates that it has more responsibility than is known at the present time.

### Hardwood Lumber Going into Export.

CHICAGO, Feb. 15. Editor HARDWOOD RECORD: Can you give me statistics of the quantity of hardwood lumber going into export in this country for a number of years?

The only source of information showing the quantity of hardwood lumber going into export from this country is the bureau of statistics of the United States Department of Commerce and Labor. This bureau does not separate the various kinds of wood in its tables. The following figures show the total quantities of lumber, timber and logs that were exported during the years 1903, 1904 and 1905, with their values. It may be estimated that the hardwood exports constituted about fifty per cent of the quantity of lumber shown, perhaps twenty per cent of the hewn timber, and twenty-five per cent of the round logs. The larger proportion of wood exports from this country is made up of long and short leaf yellow pine with a comparatively small proportion of white pine lumber and white pine waney board timber.

1903.

Sawed lumber, 567,351,000 ft.	\$8,310,272
Hewn timber in cubic feet...	4,003,581 970,761
Logs, etc.	4,859,000

1904.

Sawed lumber, 506,697,000 ft.	\$7,765,386
Hewn timber in cubic feet...	3,632,817 852,716
Logs, etc.	3,452,375

1905.

Sawed lumber, 493,787,000 ft.	\$7,921,617
Hewn timber in cubic feet...	3,381,663 771,391
Logs, etc.	3,169,912

### Persimmon Shuttle Blocks.

The HARDWOOD RECORD is in receipt of the following letter, in response to a request for information regarding the manufacture of shuttle blocks and other articles out of persimmon, which appeared in the issue of Jan. 25:

New York, Feb. 15. Editor HARDWOOD RECORD: In reply to your inquiry for information on the subject of persimmon cuttings, would say that this wood is used largely for shoe lasts and shuttle blocks. There are probably from fifty to a hundred different dimensions used for shuttle blocks, but the few sizes following will give an idea of the dimensions required: 18 and 20 inch x 2 inch x 2½ inch; 21 inch x 2½ inch x 2½ inch; 24 inch x 2½ inch x 3 inch. The sizes wanted vary from time to time and have to be cut specially to order. These pieces must be without black heart, absolutely free from all defects, and thoroughly dry. Trusting this information is what you want,

COMPANY.

### The Hardest of Hardwood.

318 ST. PAUL ST., BALTIMORE, MD., Feb. 19. Editor HARDWOOD RECORD: Can you give me any information as to the hardest of hardwoods, or advise me where such information can be obtained? FRANCIS G. HARRISON.

The hardest hardwood used commercially is popularly supposed to be lignum vitæ; however, an authority on this subject is the Martin-Bariss Company of Cleveland, O., which is a large handler of this class of material. This company, it is presumed, will be glad to supply any necessary additional information. EDITOR.







ISAAC M. DARNELL  
INDIANAPOLIS, IND.

# Builders of Lumber History.

NUMBER XXII.

Isaac Mark Darnell.

(See Portrait Supplement.)

When a man has passed the allotted age of three score years and ten, and still finds his life full of content and happiness, he can count himself particularly fortunate. He can then accept the honor that comes to him from a life well spent and the loving reverence of children, whom he has educated and cared for, grown to maturity. It is a particularly auspicious state of affairs in this country that we can count among our citizens many such grand old men, who have done their part in the world's work without ostentation or thought of reward other than the comforts of home and family.

Such a man is Isaac Mark Darnell, of Indianapolis, who was born in Philadelphia, Nov. 13, 1823. Mr. Darnell received his education and youthful training in the Quaker city. He celebrated the twenty-seventh anniversary of his birth by moving to Terre Haute, Ind., where he practiced his trade as foreman in Grover's machine shop. Two years afterward he made another change and moved to Freedom, Ind., where he engaged in a general merchandise business and was postmaster for several years. In 1856 he built the first steam circular sawmill erected in Owen county, Indiana.

He enlisted in the Union army in the War of the Rebellion, in 1862, and was wounded in the battle of Duncan's Farm, Ga., in 1864, during Sherman's famous march to the sea. He served until peace was declared. In 1866 he moved to Spencer, Ind., where he operated a sawmill until 1872, when, owing to the diminishing timber supply at that point, he transferred his plant to Worthington, Ind. During this time he sawed into lumber great quantities of the magnificent oak and walnut for which Indiana was famous. For several years he produced walnut exclusively for John McGraw & Co., who were the black walnut kings of the time, when the ambition of every housewife was to have her parlor and "spare-room" furnished with solid black walnut.

In 1882 Mr. Darnell was joined in business by his son, R. J. Darnell, who became the active member of the firm, which erected a sawmill in Dyer county, Tennessee. In 1883, however, this mill was moved to Lauderdale county, the same state. In 1885 two other sons, Harry Y. and Walter S. Darnell, were taken into the firm, and in 1887 a retail yard was opened at Memphis, and continued for two years, when it was sold to open a wholesale hardwood yard in the same city. This was the first yard in Memphis to operate exclusively in oak. The Darnells, father and sons, were thus the

pioneers in the oak trade of the southern city. They moved their planing mill from Lauderdale county to Memphis and erected a band sawmill in 1895, sawing oak, ash and poplar. This plant was the first mill of any pretensions erected in Memphis, the existing mills being small circular affairs.

In 1897 Rowland J. Darnell withdrew from the firm and entered business on his own account, which prosperous house is now known as R. J. Darnell, Inc. Harry Y. and Walter S. Darnell remained with their father in the present corporation of I. M. Darnell & Son Company. Mr. Darnell, senior, has retired from active pursuits and the details of the business have devolved almost entirely upon Walter S. Darnell.

Isaac Mark Darnell has resided in Indianapolis for some years, in comfort and content. He still enjoys an occasional trip about the country and last year visited Salt Lake City. He is a man who has not let the world get past him, and his six children—three daughters and three sons—continue to look to their father, who educated and started them well in life, for counsel and advice. Mr. Darnell is a valued member of the Independent Order of Odd Fellows, and has always been esteemed for his commercial integrity and admired for his specific knowledge of the hardwood business, in which he was not only successful himself, but in which he propitiously launched his sons.

Now in his declining years he takes his well-earned rest secure in the knowledge that his sons will perpetuate his name with honor to the trade and continue the wise business methods which they have learned from his experience. Age is most honored when it crystallizes the best there is in human nature, and to it everyone bows with reverence and respect.

## Annual Michigan Maple Company.

The fourth annual meeting of the Michigan Maple Company was held Thursday, Feb. 15, at the Hotel Pauline, Grand Rapids. There were two sessions, morning and afternoon. At the stockholders' meeting the detailed statistics for the year were gone over, and the annual report accepted, which showed a very satisfactory business for 1905 and a good sized dividend for the stockholders. It was decided that the outlook for 1906 is very bright.

Compared with the demand for lumber, the amount of stock on hand Jan. 1 was somewhat small and both previous to and at the meeting bookings of orders were made which disposed of over fifty per cent of that stock, leaving the amount to be marketed somewhat limited as compared with previous years. Full reports were received from members as to amounts being put in this winter and the total to be produced between now and July 1 next. The following resolution was passed unanimously:

"Resolved, That it is the sense of this meeting of the stockholders of the Michigan Maple Company that it be continued after 1906, and that a committee of five be appointed by the president to present a report at a meeting to be

called at a subsequent date, such committee to report any improvement in the plan of our organization to broaden its scope so as to handle other hardwoods."

The following directors were elected for the ensuing year:

Henry W. Carey, East Lake;  
Wilmer T. Culver, Ludington;  
Wm. H. White, Boyne City;  
G. von Platen, Boyne City;  
Wm. P. Porter, East Jordan;  
Edward Buckley, Manistee;  
Henry N. Loud, Au Sable;  
Harry Nicholls, Charlevoix;  
Marshall F. Butters, Ludington.

At the directors' meeting officers were elected as follows:

President, Henry W. Carey;  
First vice president, Henry N. Loud;  
Second vice president, Wm. P. Porter;  
Treasurer, Wm. H. White;  
Secretary, Wilmer T. Culver.

A vote of thanks was extended to President Carey for his efficient conduct of the business during the past year, and pledging to him the heartiest cooperation of the board for the ensuing one.



HENRY W. CAREY, EAST LAKE, PRESIDENT MICHIGAN MAPLE CO.

The following price list, f. o. b. docks or over rail of vessel according to the custom of the port from which shipped, was adopted, to go into effect immediately.

	No. 2 Com.	No. 1 Com.	1sts and 2ds.
1" .....	\$11.00	\$17.00	\$23.00
1 1/4" .....	11.00	17.00	23.00
1 1/2" .....	11.00	17.00	23.00
1 3/4" .....	11.00	17.00	23.00
1 7/8" .....	11.50	17.50	23.50
2" .....	12.00	18.00	24.00
2 1/4" .....	13.00	19.00	25.00
2 1/2" .....	13.00	19.00	25.00
2 3/4" .....	14.00	20.00	26.00
3" .....	14.00	20.00	26.00
3 1/4" and 4" .....	15.00	21.00	27.00

## New Piano Stool Factory.

Riverhead, Long Island, has a new industry which promises to be an extensive and remunerative one. J. W. Sutton of Brooklyn has invented a piano stool, which is being manufactured at Skidmore's sash and blind factory. Orders are already coming in so rapidly that the demand exceeds the supply.

The piano stool is really an adjustable bench of red birch, so arranged that the seat can be raised or lowered quickly, and having a device whereby the seat can be placed slanting or level. It is designed to meet the requirements of pianola players also, the slant arrangement being particularly desirable to operators, giving more "purchase" to blow easily. The new piano stool meets all requirements and also constitutes a very handsome piece of furniture.



# Meeting of Veneer and Panel Manufacturers.

A special meeting of the National Veneer & Panel Manufacturers' Association was held at the Auditorium Hotel, Chicago, at 2 p. m. on Wednesday, Feb. 14, President D. E. Kline in the chair.

Secretary E. H. Defebaugh called the roll, to which the larger portion of the members of the association responded. There were present:

## Attendance.

Burdie Anderson, Great Lakes Veneer & Panel Co., Grand Marais, Mich.

E. W. Benjamin, Cadillac Veneer Co., Cadillac, Mich.

J. W. Bishop, Glidden Veneer Co., Glidden, Wis.

W. E. Bonesteel, Worden Tool Co., Cleveland, O.

W. C. Calhoun, Frost Veneer Seating Co., Sheboygan, Wis.

Harry P. Coe, Coe Manufacturing Co., Painesville, O.

William Schoenlau, Schoenlau-Kukkuck Trunk Top & Veneer Co., St. Louis, Mo.

Jerome H. Shelp, Philadelphia Veneer & Lumber Co., Knoxville, Tenn.

P. G. Spangler, Worden Tool Co., Rhinelander, Wis.

J. A. Underwood, Underwood Veneer Co., Wausau, Wis.

C. Fred Yegge, Chicago Mill & Lumber Co., Chicago, Ill.

At the suggestion of the president, the reading of the minutes of the last meeting, held in Chicago, Dec. 19, was dispensed with. The secretary then read a number of interesting letters from prominent manufacturers, expressing their regret at not being able to attend the meeting and their interest in the organization. These letters were from all sections of the country and were unanimous in their assurances of co-operation.

President Kline then addressed the meeting, speaking briefly of the value of association work and of the need of such effort in the veneer industry.

## Value of Association Work.

Mr. Kline: Mr. Defebaugh and I met with several veneer manufacturers at Indianapolis not long ago. Our suggestion that they join an association of this character was favorably received. We have had replies from other concerns along the same line; others seem to think they know their business so well they don't need any association or anyone to help them to get better prices. One man said he was running his mill twenty-four hours a day and employed no traveling salesmen, had no commission men disposing of his goods, and thought he was getting the best prices that were obtained in the trade. Without going into personalities, this gentleman was contradicted and the fact shown that he was not getting the best prices. This shows the inconsistency of the position he takes. If he can, by joining the association, educate others, it will better his condition by lessening the number of irresponsible competitors and eliminating the absurdly low prices some men are getting for their goods. The manufacturers of oak in Indiana have an association. That association was formed in 1903. They adopted a constitution and a set of rules for the inspection of quarter-sawn oak veneer. If these rules were carried out it would better the condition of the manufacturer very materially. They tell me that they are trying to carry them out. But within the past twenty-four hours it has been stated to me on good authority that a certain gentleman is going to Indianapolis to select a carload of quartered oak veneers at a price that is fixed in advance. That kind of an association won't do anybody any good.

It seems to me that the high priced man is a mighty good man to belong to this association. If he can educate others up to his standards he will better them that much. I have before me in the way of printed price lists what might be termed the history of the veneer and panel business in the way of prices. They have been published and obtained by various manufacturers throughout the country, and I would like to read these figures to you. But before we leave the subject of association work the president of the Maple Flooring Association was here today, and we had hoped to have the pleasure of having him tell us something of the advantages of association work. He was called away, but gave his ideas to Henry H. Gibson, editor of the *HARDWOOD RECORD*, and I would like very much to have Mr. Gibson tell us about them.

Mr. Gibson: I met W. D. Young of Bay City, Mich., a few moments ago, just before he left to

attend a flooring meeting. I suggested to him that I was satisfied from his experience in association work that you would be very glad to hear from him for a few moments on the achievements of the maple flooring association. He said he was already overdue at a meeting in another part of the city, but wished he might have had the pleasure of speaking to you. He wished on his behalf that I would say just this to you: "Association work is a most valuable aid to business. The association won't make any money as an association, but will make you money as individuals. We have spent hundreds of dollars as individuals in this work, but it has made us thousands."

If I may be permitted just a moment more, I have been familiar with association work in lumber affairs for years and don't know of any which has not helped the work to which it pertained. Take the new Hardwood Dimension Association, for instance. Although but one meeting has been held up to the present time, a St. Louis manufacturer told me yesterday that already he has been able to get an advance of thirty



D. E. KLINE, PRESIDENT, LOUISVILLE, KY.

Walter Clark, Grand Rapids, Mich.

P. C. Dayton, Rhinelander Veneer Co., Rhinelander, Wis.

E. H. Defebaugh, Barrel & Box, Louisville, Ky.

M. C. Dow, Goshen Veneer Co., Goshen, Ind.

J. C. Dozler, Standard Box Co., Baton Rouge, La.

F. W. Eggers, Eggers Veneer Seating Co., Two Rivers, Wis.

H. H. Gibson, *HARDWOOD RECORD*, Chicago, Ill.

A. E. Gordon, *HARDWOOD RECORD*, Chicago, Ill.

L. P. Groffman, St. Louis Basket & Box Co., St. Louis, Mo.

C. T. Jarrell, B. C. Jarrell & Co., Humboldt, Tenn.

D. E. Kline, Louisville Veneer Mills, Louisville, Ky.

B. W. Lord, Chicago Veneer Co., Burnside, Ky.

M. C. Moore, Packages, Milwaukee, Wis.

W. C. Mummert, W. C. Mummert & Co., Wauwaka, Ind.

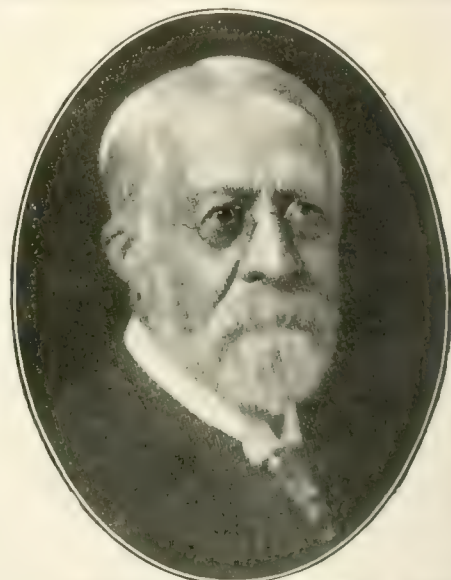
W. G. Munyon, Virginia Veneer Co., Keezletown, Va.

M. W. Perry, Ahnapee Veneer & Seating Co., Algoma, Wis.

L. V. Phillips, Linwood Manufacturing Co., Linwood, N. C.

Charles Pulverman, C. C. Mengel & Bro. Co., Louisville, Ky.

E. F. Sawyer, Cadillac Veneer Co., Cadillac, Mich.



J. A. UNDERWOOD, WAUSAU, WIS., FIRST VICE PRESIDENT

per cent over former prices. Two men at Louisville a few days ago had similar favorable reports to make. The menace to every man's business is unintelligent competition. It is worth while to educate every man up to the standard of positively knowing what constitutes cost. When you do that you have gained something in your business. I think this work you have started will make you more money than any other venture you ever entered into.

Mr. Kline: We would like to have expressions of opinion along various lines.

## Associate Membership.

Mr. Underwood: I have written your secretary on two or three points: one concerning the cash discount allowed on bills and another the subject of associate members of this association. I see you mention machinery and supply men. I want to know what benefit these associations ever get from manufacturers of machinery. We can all buy all the machinery we want, and we all know where to get it when we want it. Manufacturers of machinery have created more unnecessary competition among us than we ourselves. Their one idea is to sell machinery. They go after a fellow with a small lot of timber and make him think he can make a fortune if he will only buy a veneer machine and cut it up. That is the hardest competition in the world to meet. These machinery men don't care any-



thing about the cost of even the logs, to say nothing of manufacture. I am opposed to the admission of any machinery or supply men to this association, for I don't think they do us a bit of good.

Mr. Kline: In adopting this constitution we overlooked the meaning of one word. It says "there shall be two classes of members." It should have read "There may be two classes of members." It would be unwise to create any friction in the consideration of any such thing as association membership. I have been in the veneer business long enough to recollect the time when if a man wanted a veneer machine and was not on the inside he would not know where to find it.

Mr. Sawyer: I was wondering if these machinery men would do any more harm here with us than on the outside. We might get on their "blind side" if we let them in. Some of them are the most aggressive fellows on earth, and we can't avoid them. If we could show them how foolish their methods are and how they might benefit their business, it would be a good thing. I think we might possibly better ourselves by getting a little closer to them.

Mr. Kline: If we establish an associate membership there will be a revenue from it, and we can't run this association without money. I agree with Mr. Sawyer in what he says.

Mr. Groffman: I wish to say I had a chat with one of the prominent machinery manufacturers, and I told him we were looking for his scalp. He said whenever he installed a machine he carried with him a list of top notch prices and gave them to his customers with a view to starting them out right. He said he could guarantee that these prices were as high if not higher than prevailing ones. I asked him if he would guarantee those prices to stick. He laughed and said no.

#### History of Veneer Prices.

Mr. Kline: If you care to spare the time to hear this history of the veneer business, as far as prices are concerned, I will go through it and read you some prices. I have here a price list from a very prosperous concern, dated July 1, 1884. They quote 1-30 poplar at \$3; ½ poplar, \$9; 3-16, \$10. There was then little or no demand for oak. The consequence is that that does not appear in their price list. In 1888 they issued a price list in which they quote 1-30 plain walnut at \$5.50; 1-30 sliced cut walnut, \$6; 1-30 poplar, \$3; 1-24 poplar, \$3.50; 1-20 poplar, \$3.75; 1-30 plain oak, \$5; 1-24 oak, \$8.50; 1-20 oak, \$9.50; sliced cut quartered oak 1-30, \$10, etc. Now I will quote from a list of my own, published in 1890, which I know was adhered to. We furnished 1-30 plain oak at \$5; 1-24 at \$8; 1-20 at \$9; sliced cut quartered oak 1-30 at \$10; 1-24, \$11.50; 1-20, \$12.50, etc. In 1892 we quoted on 1-30 plain oak, \$5; 1-24, \$8; 1-20, \$9; poplar at \$3 for 1-30; 1-24, \$3.50; 1-20, \$3.75; 1-16, \$5. I know logs were costing \$20 and we were getting good ones. In 1894 we quoted plain oak rotary cut 1-30, \$4.50; 1-24, \$6; 1-20, \$7.50, and here prices commenced to go down.

You gentlemen in the North know that down South they have no birch or basswood, so that these items are not mentioned. The first mentioned concern cut their prices from \$3 on 1-30 poplar to \$2.50; on 1-20 from \$3.75 to \$3.25. This was after the men who organized the company had all gone out of it. The stock had been purchased by men without experience in the veneer business, and they commenced doing business on the same lines with other irresponsible ones—and prices were reduced instead of advanced. I find it very difficult today to obtain any of the prices I have named for veneers of any of the kinds mentioned, and we must take into consideration the fact that timber today is costing us forty to fifty per cent more than it did fifteen years ago. It is costing us twenty per cent more than it did a year ago. And, from my own experience, we are not able to get any

better prices than we were a year ago. I won't sell veneers at less than cost, nor will I sell them at cost, as far as that is concerned. The result is that when we get around to the end of the year's business we find that we have lived, but have put aside comparatively nothing. We have, however, run the risks of our investment during the year—danger from fire, bad debts, etc.

We are here of course for mutual benefit, and I think the fact that we are here indicates that none of us are philanthropists, and the benefit to us is getting better prices for our stuff. This is true of the glued-up stock business also. It will be urged, perhaps, that there is a greater consumption. This is true, and it is perhaps true that methods of manufacture have been cheapened, but not to the extent that has been indicated by declining prices. The inducement advanced to go into the veneer business is because it is a money maker, but I don't see that there is any great profit from that source today. Perhaps concerns are many times urged into it by manufacturers of cutting machines. As has been said, we need the organization of manufacturers in special lines, getting together, comparing prices to a certain extent, etc. This was done by the veneer manufacturers at our last meeting. I would suggest that the manufacturers of veneers get together for a little conference, so we can have something to say to the general meeting later on. I hope the gentlemen whose lines embody rotary cut, sliced or sawed veneers will come together here tomorrow morning.

Mr. Sawyer: I would like to ask how many institutions there are who make panel work in the middle west. How many of them have ever shown any interest in the associations? How many have we with us?

Mr. Kline: We had representatives of about ten houses making glued-up stock at the last meeting. There are twenty-five or twenty-six altogether.

Mr. Sawyer: I want to know, and it seems it is necessary to know, how many and where they are, that we want to get with us; also what their objections are to coming with us. There must be method in everything and there must be method about our raising prices.

#### Friendly Relations with Competitors Urged.

Mr. Defebaugh: The idea in view in forming this association was to bring about a national body to get the manufacturers acquainted with each other. I find that men in the same business and neighborhood have not been friendly. I have been surprised to go to towns where there were half a dozen men engaged in the same business who didn't know each other nor much about what the other fellow was doing. It has been my experience in associations that men must get acquainted, and I agree with Mr. Sawyer that by method you can advance prices. It is clear to me that the reason veneer prices are where they are today is because of lack of education. Every man in this room may know to the exact cent what it costs to cut veneer or to make panels, but he evidently has not been basing his prices on cost. Our idea is to discuss these propositions and then form an organization to take up these matters. The panel men can have their own association if they choose. It seems to me that the subject of cost continued from the last meeting ought to be a subject that every man is interested in. You may say that you don't want to talk about these things before the other fellow. A pretty wise man in the lumber trade once said to me: "It is very much cheaper to educate your competitor than to have him educate you by making your prices for you." While you may feel that you are not well enough acquainted to talk that way, I may say that I have attended meetings where three or four got together in a corner and found out that they didn't know it all, and that by an exchange of information they had picked up money right off the floor. We have had expressions from several

people who have been at our meetings and they know where they have absolutely made money by an exchange of views among those present. I hope everyone has come here with the idea in view—that they will talk freely—and exchange views on manufacturing subjects, and I would like to see a good free discussion of all subjects relating to manufacturing, drying, bundling, etc., up to the point of putting a price on the material and delivering it to customers.

As a suggestion: Take some particular line of stock and let each man say on a ballot what it costs to produce that stock, etc. The consensus of opinion will influence perhaps a dozen men here to base their prices on a higher cost. I believe you will be benefited by such action and discussion. I believe that we ought to make this meeting informal. Let us talk freely with each other and go into details and have backbone about these things. We have some high-priced men here and some low-priced men. They have not met before with their competitors. After you exchange views and get better acquainted you lose the petty spirit and actually believe in each other. I would believe my competitor quicker than I would believe my customer. I notice that even the Presbyterian members tell little white lies. There's no way to get a genuine good feeling among manufacturers and get better prices than to exchange information on what it costs to do business.

#### Discussion on Cost and Values.

Mr. Lord: Speaking of education, there seems to be a great variance in prices on poplar, not only in thickness but in different sizes. Manufacturers don't know what price to make on certain thicknesses or on certain sizes. I would like to make a suggestion. Suppose the chair appoint a committee for each wood, to get up a basis of prices according to sizes and thicknesses of each size, and let all the men interested discuss it. There are so many who make prices unintelligently. If they had some gauge that was uniform and gotten up by several men, it would be much more intelligent and much nearer a standard.

Mr. Kline: I don't believe we can make prices. I believe the only thing we can do is to urge the men on the bottom to put their base prices higher, and then let them be guided by some such rule as this when it comes to size. I do not believe we can as an association establish prices. How about that, Mr. Gibson?

Mr. Gibson: The value of association work is an educational one entirely. If you will educate the low-priced man to actually knowing cost he is ashamed to sell at less than cost prices. This history is followed out in lumber and in box organizations. Just as fast as you get people who are not price getters into your association you are going to help them and help yourselves.

Mr. Lord: I meant comparative prices only in my suggestion. I appreciate the point of associations not making prices, but why can they not make a base as to thickness as well as to size?

Mr. Underwood: It seems to me that any man who quotes prices without seeing specifications, unless he gets a good big price, don't know his business. The width across the grain in every instance governs the cost of that stock.

Mr. Kline: It is my rule in quoting prices to know first what sizes are wanted and what proportion of each size. The same is true of glued-up stock.

Mr. Sawyer: Is there any system as to reckoning cost? Is there any way of finding out how cost is reckoned as a rule? Perhaps items are left out in many cases in computing cost. Many may think they are realizing profit when they are not. Would it not be a good idea to discuss how various ones arrive at what they call cost?

Mr. Munyon: I arrived at the conclusion a good many years ago that it was impossible to quote a price intelligently without knowing what



stuff cost. I have devised a system whereby I arrive at it closely. I have daily reports from the foreman of each department, giving the labor of each department, beginning at the logs cut each day, of each kind of timber; the cutting department; drying department; amount of veneer produced; fuel, coal, supplies, etc., and I have it divided into a number of different heads for the month. For instance, I have "yard expense," "power," "cutting," "drying," "shipping," "repairs," and also have the average cost of insurance, logs, lumber, etc. I also have at the right-hand side of the page the different kinds of woods that are used, and I can foot it up readily at the end of the month. I then know just where I stand, the amount of veneer I have, the kind, etc. It is the best way I know of arriving at cost.

#### Discussion on Panels.

Mr. Underwood: You will find that there is a very great difference in the cost of manufacturing panels. Those who manufacture their own veneers can produce a panel for less than those who buy veneer at its highest price. The location of plants is so different; some timber costs fifty per cent more than others, and labor is expensive in certain sections. It is a pretty hard thing to settle. One is satisfied with ten per cent net; someone else wants more. As a rule the fellows who have learned by bitter experience are the fellows that are getting a fair profit.

Mr. Munyon: I would like to say that it seems to me there is only one way to handle that part; I figure that the veneers cut in the rough should be charged up to the panel department for just what they would sell for on the market.

Mr. Sawyer: It seems to me there is no other way to do business on business principles except to have flat veneers charged to the panel department at their market price. Don't mix the profits of one business with the other. If a man makes a lot of money on flat veneers, cut out the panels. Keep the business separate and then you will know what you are doing.

Mr. Anderson: It seems to me that we represent three rather distinct classes of manufacturers, whose interests are all closely associated. There is the panel maker who does not cut his own veneers; there is the one who does, and there is the veneer cutter who manufactures no panels. On this account it seems to me that the base ought to be the single ply veneer. I am therefore very much interested in the meeting tomorrow morning. Getting at a basis for prices is a very important point. Some different base for grades on thinner stock as discussed in the last meeting ought to be arrived at. I have no doubt that the panel makers as well as the rest of us are anxious to make all the money possible. If they will give the veneer makers a chance to make a profit, it will give the fellow who makes them both a chance to make some more.

Mr. Munyon: I wish to say right here that from this cost system I keep and from the talks I have had with many veneer men I find it costs me fifty per cent more to make veneers than others say it costs them.

Mr. Kline: While I don't know that my concern figures accurately, we try to come as close to cost as we can, and we try to make a legitimate profit on the goods we supply to the trade. If I could shade the price that some other panel maker makes, why should I do it? Our concern finds that it has lived and made a nominal profit and that is the best we can say.

#### A Good Suggestion.

Mr. Munyon: I would like to make a suggestion, and that is that in your general meeting tomorrow you have a "question box." Let each man present write one question and deposit it without any signature attached, and let each question be asked by the chairman and answered by the people in attendance. I think you will find it will bring out some interesting discussion.

Mr. Kline: I think that a good suggestion to carry out.

#### Terms and Discounts.

Mr. Underwood: I would like to have an expression on the point of cash discounts. There has been a good deal of disagreement in lumber associations in regard to that point. One man will allow two per cent ten days, and another will allow thirty days, two off. If we could agree on some cash discount and all stick to it, it would be a good thing.

A general discussion on time, notes, discount, etc., followed.

Mr. Sawyer: How many veneer manufacturers are there and how can we interest them in this association?

Mr. Gibson: There are approximately five hundred concerns manufacturing veneers in various forms. You want them all with you. I should think the thing to do would be to have the proceedings of your meeting here published and put in the hands of all these people. In this way they will read about what you have been discussing and doing, and you will arouse their interest in the work of the association. It seems to me that this is the logical way to get them to join in the work with you.

Mr. Sawyer: I agree with Mr. Gibson on this point, and I move that the secretary mail to everyone interested in veneers an abstract of the proceedings of this meeting.

Seconded and carried.

Mr. Sheip: I am a boxmaker of several years' standing. We have been making sliced cut veneers only at Knoxville, and most of our trade is in the South. Speaking about terms and discounts and the time people take, it is almost impossible to get the southern people (the furniture men) to settle inside of thirty to sixty days. I find many take three and four months. The competition in the South from some of the New York concerns is very strong, but they have raised their prices. Formerly they were very low on sliced cut veneers. I believe it would be a good idea to get these big eastern men into the association. I believe in organization, and as we are new in this line of business such an association as this gives out a great deal of useful information. We want to be in line on prices, and I feel sure these men will be. Some of them have large veneer factories in the South. We have been greatly benefited by other associations in which we are interested. It is always a good thing to confer with your competitor and people are getting together all over the country in various lines of manufacture. I feel sure that the veneer business is not as rosy as the veneer machinery men say it is. I believe we can all stand for better prices. I do not believe any of the manufacturers, considering the high prices of southern lumber, think the prices we are getting now are good. By getting together and comparing figures it will be of great mutual benefit, and I am very glad indeed to be invited to this association and am pleased to join, and if I can in any way get some of the eastern manufacturers interested I shall be only too glad to do all I can.

Mr. Kline: I think the matter of discounts is of considerable importance. It might be well to appoint a committee on terms and discounts.

Mr. Benjamin: I move that such a committee, consisting of three members, be appointed.

Seconded and carried.

Mr. Kline: I will appoint as such committee Mr. Dayton, chairman, Mr. Groffman and Mr. Benjamin.

#### Separate Meetings of Veneer and Panel Men.

Mr. Groffman: In speaking of cost, I might say that some of us are better situated than others. Those fortunately situated ought to reap the benefits. It is a question of how much we can get. We ought to decide upon what we ought to get. Of course we can't establish prices here today, but we can have a conference of

panel manufacturers and of veneer manufacturers, and let them say that one-quarter inch panels in plain oak ought to bring so much money; in quartered oak, so much money, and then grade prices according to sizes, as has been stated. Some of us are interested in veneer as well as in built-up work, and for that reason we ought to set stated times for these meetings, and I believe that the committees created at the last meeting ought to be enlarged, in order to get a good many of the experienced men together to discuss matters. I now make a motion (being on the panel committee, consisting of three members) that the panel committee be increased. Let them meet and then let all those interested in veneers meet.

After some discussion, the chair decided to call a meeting of all those interested in veneers at 10 a. m. Thursday, and of all interested in panels at noon, the general association not to convene until 2 p. m.

#### Plan to Increase Interest in Association.

Mr. Sawyer: It seems to me there are very few present considering the number of men interested in this work in the United States. Some plan should be formulated to get in touch with these other people who are not here. I do not think our work here will amount to much unless we can move others to the same spirit. If we can, then we have a great future before us. We should be able to put up a little money to pay somebody's expenses to go out and get in touch with them. If we can show these men that the overhead charges are great and that really they are not getting such a bonanza, we can educate them to not enter the business unless they can get better prices. We should put hundreds into this proposition, and we can get thousands out of it. But sitting here doing a lot of talking is not going to do much good. We must act. Prices are going up rapidly in the lumber business, the handle business, etc. We must give time, thought and money to this organization. Other associations have their agents out most of the time. We must have somebody who will give nearly all his time to looking this thing up and working it up, and instead of getting less prices than we did thirty years ago, we will double them. I believe inside of the next year we can double our prices if we put enough money and brains into it. I don't believe there is enough thought given to devising ways and means to get this raise in price which we want. We must get the little fellow who begins with one machine to come with us.

Mr. Kline: You must recollect that this is only the second meeting of this association. It is true we must get some ground work thought up with which to get after these fellows. Just your kind of man is the one we want. We want to get everybody together to talk things over every once in a while. We have no representation from the South, for instance. It is because our meeting is in the North. We must have southern meetings and go down there and get the southern men in. Then we will accomplish something.

Mr. Sawyer: I want to say expressly that I am not finding fault with what has been done, but I am looking toward the future. I think we should be able to put some money in it in future and give it considerable time.

Mr. DeFebaugh: I shall be compelled to disagree here with my esteemed friend, Mr. Gibson, about there being 500 veneer men in the country. We have gone through this list carefully and have finally sifted it down to about 250. Fifty of these people are with us now, 100 have been heard from, but of course there is still a good deal of missionary work to be done. However, we can't do all this work in a minute. The history of all big associations shows this to be true. I believe veneer manufacturers could afford eventually to pay \$10,000 for a man to conduct this business, and work our plans for it, but it will take time to educate people up to this proposition. It is erroneous to imagine



that the factions composing this organization, the veneer and panel men, are antagonistic to each other. There are wheels within wheels, but it will take time to straighten all these points out. It is exceedingly hard to get all these people into the association. It is necessary for every man to put his shoulder to this wheel to make the wagon go. I hope this point will impress every man here—the idea that it is his special job to get all his competitors into this association. I hope our next meeting in June will show an attendance of 100 people. Habit is a great thing, and men are not yet in the habit of attending veneer meetings. Doubtless they will do better next time.

Mr. Kline: I think there are other gentlemen who would fill the bill of president more suitably than I can, but I will say that I am willing to do the best I can and stick by it. If it had not been for the backing I have received from men familiar with association work, I would have felt like dropping it.

Mr. Gibson: I don't see any reason for you veneer people to be discouraged. In my long familiarity with association work I have noticed the same reluctance and holding back on the part of many, the same small attendance at first, but I think that you already have a most excellent start. This association work does cost money, but I will say to you that for every cent you put into it I am sure you will draw dollars out. Already the new Hardwood Dimension Association, as I said before, is reaping the benefits of its one meeting, and at the coming one in Cincinnati next week the officers have pledged that over a hundred concerns will send representatives.

Mr. Sawyer: Where is the money coming from up to the present time for our expenses?

The secretary was instructed by the chair to read a report of finances up to the present time, which showed that the income so far had been derived from dues paid by members.

Mr. Sawyer: It strikes me that this is a business proposition. I do not know where that \$10,000 mentioned is coming from, but I know I like the idea and I believe as Mr. Gibson does that every cent expended will bring back dollars. I believe the thing for us to do today or tomorrow is to form an executive committee or get some one to give his entire time to this thing until we can form plans by which we can act in unison. Somebody must give a great deal of time and an immense amount of thought to it. I presume Mr. Gibson, who is a past-master in that thing, should give us the idea. Then it is for us to decide what we want to do. If we want to pay the fiddler, I think we can make the other fellow dance.

A general discussion followed.

#### Future Meeting Places Discussed.

Mr. Kline: Perhaps the most important place to consider first in regard to holding future meetings would be in the South—say at Knoxville or Atlanta. It is a subject that should be considered and a conclusion arrived at before we separate here in Chicago. Of course we cannot expect that all these northern gentlemen will go down South to attend a meeting. Some of us who live in the South can do so, however.

Mr. Defebaugh: Let's have a meeting in the Southeast and perhaps one in the North, say in Michigan. I am sure there are enough enthusiasts to get together in these sections with the cooperation of the officers or members living in these respective sections and induce others so that when we meet in June we will have at least 100 present. We must break down the high fences; we know it has been done before and can be done again if we can only get enough people together to accomplish it.

On motion the meeting adjourned.

#### THURSDAY MORNING SESSION.

At 10 a. m., Feb. 15, the meeting of veneer men was called to order, and on motion Burdus Anderson was made chairman.

General discussion ensued on grades and relative prices. Suggestions were made on amending rules as authorized heretofore, and adding to them; especially a grade rule for cross banding.

#### A Base for Prices Decided.

Mr. Dayton: I move that 1-20 inch cross banding veneers, 24 inches, be made a limit of an average width, and be made a base for prices. We do not get enough for our wide stock. I would also suggest an advance of ten per cent for every foot in width above 24 inches.

Seconded and carried.

Mr. Anderson: It seems necessary to me to define exactly what is meant by cross banding.

Discussion followed on this subject by Messrs. Underwood, Kline, Groffman, Munyon, Anderson and Dayton.

Mr. Anderson: A motion has been made and seconded that under this grade of rotary cut oak, birch be added, and that the specifications apply to rotary cut birch as well.

Carried.

Mr. Anderson: I move that the specifications on  $\frac{1}{8}$  inch and thinner veneers shall apply to dimension stock and not include log run.

Carried.

Mr. Calhoun asked for prices on oak, which brought out interesting discussion from Messrs. Munyon, Kline, Underwood and Groffman.

Mr. Groffman: I move that we take a blind vote as to what plain oak faces and backs shall be worth on 1-16, 1-18 and 1-20, based on these grades, up to 14 inches. Faces and backs to be named separate.

Seconded and carried.

#### Cross Banding Defined.

Mr. Sawyer: I would like to present the following definition for cross banding, and move its adoption: Cross banding shall be clear, save from pin worm holes, and of even thickness; straight closed checks, straight splits, sap and discoloration not to be regarded as defects.

Seconded and adopted.

#### Average Prices on Oak Faces and Backs and Birch and Poplar.

The chairman then read the result of the blind vote which had been taken on oak faces and backs, giving the highest and lowest quoted prices on each and their average, as follows: 1-16 faces, from \$12 to \$7.50, average, \$9.91; 1-16 backs, \$6 to \$3.75, average \$5.40; 1-18 faces, from \$12 to \$7.50, average \$9.62; 1-18 backs, from \$3.75 to \$6, average \$5.25; 1-20 faces, from \$12 to \$6.50, average \$8.42; 1-20 backs, from \$6 to \$3.25, average \$5.53.

It was then decided to take a blind vote on the prices of birch and poplar, under separate heads, log run stock, from 1-30 to 1-16. The chairman read the result of this vote, as follows. On birch, 1-30, from \$3.50 to \$2.75, average \$3.17; 1-24, from \$3.50 to \$3, average, \$3.30; 1-20, from \$4 to \$3.25, average \$3.65; 1-16, from \$5 to \$3.50, average \$4.40. On poplar, 1-30, from \$3 to \$2.75, average \$2.94; 1-24, from \$3.50 to \$3, average \$3.31; 1-20, from \$4.50 to \$3.25, average \$3.87; 1-16, from \$5 to \$3.50, average \$4.50.

President Kline then announced that a sufficient number of panel people were not able to get together for a noon meeting, hence the entire association would reconvene at 2 p. m.

On motion the meeting adjourned.

#### THURSDAY AFTERNOON SESSION.

Promptly at 2 p. m. President Kline called the association to order for the afternoon session. It was moved and seconded that the minutes of the meeting of the veneer branch of the association be incorporated in the minutes of the meeting of the regular association.

#### Eventual Plan of Organization.

Mr. Defebaugh: We now have thirty-eight

members, having received a few new ones today. I have here some recent letters bearing on the regret of the writers at not being able to attend, and one from Mr. Anderson of Memphis in regard to separating the veneer and panel manufacturers. The original idea of the association was to educate the trade, but to form strictly separate branches, one of veneer and one of panel men. After everyone possible is interested we will look toward something of that kind, since it is not possible to harmonize the two altogether. An association is only the machinery to bring people together, and the idea in view was to bring about a veneer association strictly, and also a panel association strictly, but meeting at the same time. Thus those affiliated with the different branches should be affiliated with both bodies.

#### Constitution Amended.

Mr. Kline: I would like expression of opinion on associate members again, especially with regard to dealers and commission men. Various members state that they object to admitting such people to the membership of the association.

Mr. Groffman: I move that it be considered the sense of this association that persons not manufacturers are not eligible to membership in the association.

Then followed discussion about amending the constitution wherein associate members were referred to.

Mr. Groffman: I now move that the rules governing amendments to the constitution be suspended for the purpose of entertaining an amendment to the constitution.

Seconded and carried.

Mr. Sawyer: I move that the clause relative to associate members be stricken out.

Mr. Anderson: I would like to have the clause "manufactures and sells" construed by the chair. As it now stands it is somewhat ambiguous.

Mr. Kline: I should decide that the clause "manufactures and sells" means both manufactures and sells, not either one or the other.

Motion seconded and carried and Article 3 ordered amended to that extent.

#### The Question Box.

Mr. Kline: Has anybody prepared any questions for a question box? I appoint Mr. Groffman a committee of one to pass cards to each member on which to write any question he chooses to ask.

This being done, Mr. Kline propounded the questions as follows:

Q. What constitutes the thickness of a panel sanded on one or two sides; the thickness after having been sanded, or the thickness before sanding?

Mr. Groffman: If an order comes in for  $\frac{1}{4}$  inch panels sanded, is the question—shall they be  $\frac{1}{4}$  inch when finished or before they are sanded? Well, if a man sent me an order for  $\frac{1}{4}$  inch panels sanded on one side, he would get panels a scant  $\frac{1}{4}$  inch unless he specified  $\frac{1}{4}$  inch when finished.

Mr. Perry: That same question has to be asked every time the subject comes up. I would like to have it settled.

Mr. Kline: If you make up a quarter inch panel and sand it down on one side, the customer would likely object. It seems most reasonable to me to ask the question in advance. I don't think it would be advisable to make a rule on this subject.

Mr. Sawyer: I move that we make a rule to have rough stock  $\frac{1}{4}$  inch or whatever is required, before sanding.

Seconded and carried.

Q. Is it advisable to have branches of the association in different sections of the country?

Mr. Defebaugh: I do not think state lines could be properly drawn, but I believe if people would interest themselves in a particular trade and in particular territory or districts it would be a good idea.

Q. Is there any cause for fear of our body being thought a trust in restraint of trade?



Mr. Groffman: I think not. [Laughter.]

Mr. Sawyer: I think calling this association a trust would be laughable indeed. However, I wish it were one.

Q. What is considered the actual cost of sanding plain oak panels?

Mr. Kline: Does anybody know? I ought to, but I swear I don't.

Mr. Schoenlau: \$2.50 a thousand on one side is what it costs us.

Mr. Eggers: It depends entirely on the thickness of the stock. You could not make any hard and fast rule by the thousand, and I don't remember what the average cost is. We figure cost of our 60-inch sander at 70 cents an hour. The smaller machines we charge less for. That covers cost of labor and power.

Mr. Benjamin: I have some figures on January cost. The item of sanding includes the labor, not sand paper or supplies, but simply the pay roll. It represents the number of feet of panels sanded during the month, some on one side and some on both. It shows 83 cents per thousand square feet.

Mr. Kline: With us we figure that it is more profitable to sell panels at \$1 a thousand less than to get the extra \$1 and have them sanded.

Q. What is elm wrapping worth?

Mr. Perry: What constitutes an elm wrapping?

Mr. Kline: I don't know; I suppose rotary cut veneer used for wrapping moldings, etc.

Mr. Dayton: The leather manufacturers used to buy it and pay \$5 a thousand for 1-16 dry, f. o. b. mill. It is done up in large rolls or bundles.

Q. What is the best method—cheapness considered—in drying veneers, especially thin stock?

Mr. Groffman: I guess anybody that uses a Coe dryer will say that's the best way.

Mr. Schoenlau: Another machine is running all right, but it doesn't run straight.

Mr. Kline: Of course there are many methods of drying veneers, but it seems to me from the fact that so many manufacturers of veneers are turning to the moving plan, that it is indicated that the consensus of opinion is that the day of the dry kiln is to a certain extent past, and that a process of this kind is coming in.

Mr. Sawyer: What is the difference in cost between kiln drying and Coe drying?

Mr. Munyon: I am drying every day about 50,000 feet of 1/20 oak in from eight to nine hours with that machine, and I employ on it from three to four men. I carry about 100 pounds pressure on the boiler.

Mr. Groffman: With the present dryer we have, 1/4 stock is the limit. We don't like to put that through. I understand the new dryer will dry 1/4-inch stock.

Q. What is the cost of gluing labor on 3-ply stock?

Mr. Eggers: From 90 cents a thousand to \$7.90. [Laughter.] The cost depends entirely on the quantity and the sizes.

Mr. Kline: If any man who runs a gluing department will take note, he will find that one week the men will do a great deal more than at another time.

Q. What is the comparative cost of drawer bottoms, between dimension and log run stock—say, for instance, 1/4-inch poplar?

Mr. Munyon: I would like to qualify that somewhat, making it in stock 16 inches and up.

Mr. Kline: I believe log run can be produced for about eighty per cent of the cost of dimension.

Q. Why don't veneer manufacturers ride in automobiles? [Laughter.]

Mr. Kline: I guess we can all answer that!

Mr. Groffman: I want to bring up another question. We get orders from people who want panels 7 1/2 by 16 with. What would you do about that?

Mr. Kline: Charge them for the full inch, of course.

Mr. Anderson: In regard to this question of

dimension and log run drawer bottom stock, I would be glad to know what the market price on 3 1/2 and 1/4 inch log run birch, gum and poplar is. I would put that in the form of a motion. Let us take a blind vote on the prices of drawer bottoms of whatever material you make them, 3 1/2, 5 1/2, 1/4 and 3/8, f. o. b. the mill.

The result of the blind vote brought out the following schedule:

Basswood: 3/16, \$11, \$14.63, \$12; 1/4, \$14, \$16.50, \$16; 5/16, \$22, \$20, \$18.50; Birch: 3/16, \$10.50, \$12, \$14.63; 1/4, \$12, \$15, \$16.50; 5/16, \$15; 3/8, \$18. Gum: 3/16, \$10.50, \$10; 1/4, \$13.50, \$12.50; 5/16, \$16.50. Poplar: 3/16, \$12, 1/4, \$15, 5 1/2, \$22; 3/8, \$30. Cottonwood: 3/16, \$10; 1/4, \$12.50; 5/16, \$15.

#### Bait for Suckers.

Mr. Lord: I will read a circular letter from a concern figuring on establishing a dozen mills through the South. Through a friend of mine I have a copy of this letter of theirs which they are sending out as a prospectus. It may be interesting: "Scarcely anyone outside of the manufacturers themselves have any adequate idea of the profits in this business. In the first place, owing to the peculiar nature of the industry, access to any of the larger factories is not readily obtained, and the general public has had little if any opportunity to become acquainted with the business. None of the companies now operating are receiving less than twenty-five per cent and some as high as three hundred per cent on their investment. As an example of the profits, we submit the following, assuming that the manufacturer has to purchase his own logs:

One thousand feet oak logs will make	
20,000 feet of 1/20 inch veneer.	
Cost of 1,000 feet oak logs, f. o.	
b. factory.....	\$15.00
Cost of manufacturing into 1/20	
inch veneer .....	10.00
Freight on veneer to market....	10.00
Total .....	\$35.00
The present selling price of 1/20 inch	
veneer is \$6 per M. feet.	
20,000 feet of 1/20 inch veneer	
at \$6 per M.....	\$120.00
Deducting total cost.....	35.00
Leaves a net profit of.....	\$ 85.00

[Laughter.]

This letter is sent out by the Pittsburg Bond Company, offering stock in the Pittsburg & Southern Veneer Manufacturing Company, capital \$500,000, stock \$100 per share—now offered at \$50.

#### Report of Committee on Terms and Discounts.

Mr. Kline: We would now like to hear from the committee on terms and discounts.

Mr. Dayton: As chairman of that committee, I would say that we recommend the following—that the terms on bills shall read net thirty days, or two per cent for cash ten days from date of shipment, after freight has been deducted, if delivered prices were quoted. I move the adoption of this report.

After some discussion, the report of the committee on terms and discounts was adopted.

#### Classification of Freight.

Mr. Lord: In regard to the classification of freight: While it may not be possible to do anything in the way of classification, still I believe if a committee were appointed they could have the inconsistent rules in this respect changed, so that veneer 1/16 inch or thinner would take the regular classification, as the thicker stuff does now. I would like to make a suggestion that the chair appoint such a committee. As it is now, mahogany or any expensive wood takes the same freight rate as poplar, while a barrel of whiskey doesn't take the same as a barrel of whiskey by any means. In veneer a tonload of thin stock will not amount to as much in dollars and cents as the heavier stuff. I think if the association would take hold of it, there can be enough pressure brought to bear to do some good.

Mr. Kline: This matter of classification on veneers has been up before the railroad companies

for the past twenty years. There was a time when everything took lumber rates, but the companies got wise and have made classifications which are very inconsistent, as Mr. Lord says. I believe that if this association gets strong and appoints a committee that knows its business, which shall go before the rate makers, we can get a hearing and point out to them the inconsistencies not only as regards veneers, but also the combined wood idea Mr. Groffman spoke about. But I believe it is absolutely useless at the present time, although if we get up a national organization and go after them, we will doubtless get some concessions.

Mr. Lord: Can't we have a committee to investigate these inconsistencies and look them up? They don't need to bring it before anybody, but they can look it up. I will make this motion—that the chair appoint a committee of three to investigate and report at the next meeting.

Seconded and carried.

Mr. Sawyer: I should think now was the time to appoint a regular program committee. I feel that we should have a good strong committee to tell us just what should be done, and in what order. I move that a program committee be appointed in accordance with the constitution, which makes such provision.

Seconded and carried.

It was decided to have a meeting held in southern territory and one in the North before the next meeting of the general association in June.

A vote of thanks was extended to the officers for their efficient and zealous work in promoting the welfare of the organization since its inception, after which the meeting adjourned.

#### Veneer Grades.

The amended rules for the grading of veneer, as authorized by the National Veneer & Panel Manufacturers' Association, are as follows:

##### ROTARY CUT STOCK.

In the description of veneer, width across the grain shall be named first, and length with the grain, second.

OAK and BIRCH shall be graded as faces and backs.

FACES shall be clear and of even thickness; straight closed checks or splits, not to exceed one inch per foot in length of piece, permissible.

BACKS shall be sound; sound knots, discoloration, straight closed splits and checks open not to exceed one-sixteenth of an inch allowable; pin worm holes shall not be considered a defect.

BASE PRICE shall be 14 inches and under in width and 4 feet and under in length on 1/4 inch stock and thinner; an addition of \$1 per thousand feet for each 2 inches additional width, and \$1 for the first additional foot in length, and \$2 for each further additional foot in length shall be made. Stock under 1/4 inch in thickness, base to be 12 inches in width, proportionate advance to be in widths of six inches.

These grades and rules shall apply to such other native rotary cut veneer as may be used for faces and backs, but do not apply to log run stock.

CROSS BANDING shall be clear, save from pin worm holes, and of even thickness; straight closed checks, straight splits, saps and discoloration not to be regarded as defects. Base price shall be on 24 inches average width.

BIRCH, BASSWOOD, COTTONWOOD, POPLAR, GUM AND SIMILAR WOODS shall be graded as follows:

CLEAR: No. 1 or drawer bottoms and glass backs; No. 2 or filler stock.

CLEAR: This grade shall be perfect, allowing only agreed defects, and will be considered as special stock.

NO. 1: This grade shall consist of stock closely and evenly cut; slight defects such as sound knots, discoloration, short closed splits permissible.

NO. 2: Will allow knots, knot-holes of not to exceed one inch in diameter, slight shakes, checks and worm holes, enough two piece and three piece stock shall be taken to work up waste made while cutting regular width.

BASE PRICE on No. 1 grade shall be on widths not to exceed 15 inches and lengths not to exceed 5 feet; \$1 additional shall be charged on widths 16 to 20 inches; \$2 additional on widths 21 to 25 inches, and \$3 additional on widths 26 to 30 inches. Stock wider than 30 inches and longer than 5 feet shall be considered as special stock.



## Hardwood Dimension Association Meeting.

A special meeting of the Hardwood Dimension Association was held in the club room of the Grand Hotel, Cincinnati, O., on February 21 and 22. The attendance was considerably larger than at the meeting of the association held in Chicago November 21. As will be noted in the detailed report of the proceedings following, it was determined that the Hardwood Dimension Association form an alliance and become active members of the Hardwood Manufacturers' Association of the United States. This decision was brought about by the fact that it was found that nearly all manufacturers of dimension material are also producers of hardwood lumber, and it was therefore deemed wiser, rather than to perfect a permanent organization of di-

We learned at the Chicago meeting that some manufacturers of this stock were getting good prices and making money, and had all the orders they could fill, and that a very large part of our low grade lumber and present waste could be used profitably in dimension stock.

The use of low-grade and waste material in dimension stock will apply more particularly to oak than to hickory, for in hickory of all woods the dimension proposition is most vital for the entire output is put into some kind of dimension stock.

After quite a full discussion at Chicago as to the best means to develop a larger demand for hardwood dimension material and have the stock properly cut to satisfy that demand, a temporary organization was formed, with Edward L. Davis of Louisville, president, and Charles S. Bacon of Grand Rapids, secretary, and several committees, to try and ascertain how much of this stock was produced and how much would likely be produced, and if produced,

branch of the business would now justify. If we affiliate with some other organization that is now in full force and power, it can be done with much less outlay. Even if we affiliate with some organization, we must keep it in mind that it will cost, and be prepared to meet the expense.

After a very full consideration I am firmly of the opinion that we should affiliate with a now organized association, and I think that should be the Hardwood Manufacturers' Association of the United States, as a great many producers of hardwood dimension are at present members of that association, and they have perhaps the best organized force of any organization and what they undertake will be carried to a successful conclusion.

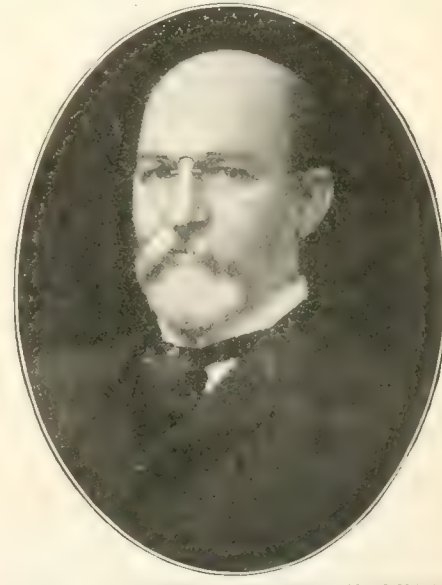
I further think that that association would gladly take up the work if they see that the amount of stock produced would justify the expense, and this I feel sure we can show them here today, and also that the addition to their



EDWARD L. DAVIS, E. L. DAVIS & CO., LOUISVILLE, KY.



C. S. BACON, BACON LUMBER CO., GRAND RAPIDS, MICH.



J. S. GARRETSON, GARRETSON GREASON LUMBER COMPANY, ST. LOUIS, MO.

mension people, to ally with the big Hardwood Manufacturers' Association.

### FIRST SESSION.

The first session of the meeting was called to order at 10:30 a. m. with President Edward L. Davis presiding. Mr. Davis presented the following report:

#### President's Address.

As you all know, this is a call for the dimension producers of the hardwood district. It is a hard matter to say anything definite to you, as this organization is not really formed, only trying to be.

This hardwood dimension stock proposition, as you all know, has for years been a losing business to most producers, and I believe that their loss has not added as much to the consumers' profit as one would suppose.

Early last year this department of the hardwood industry was taken up by some of the producers, and, aided by the lumber trade journals, enlisted enough interest to get together in Chicago, on November 21, quite a number of producers and some large consumers. There by an exchange of ideas it appeared that to the consumer this stock cut to his exact requirements was worth as much as first and second lumber, but that this stock badly manufactured or cut to wrong sizes was to them only good for firewood.

what its true value should be as compared with first and second lumber, and to report these facts to some future meeting. We were also expected to recommend at this time the way to best develop this branch of the hardwood manufacturing business.

We have tried to get full information on all these points, but still have few, if any, positive facts. Everyone would like to cut dimension if it paid, but I am sorry to say most of us have cut some and lost money. Prices have been too low as a rule to tempt our best manufacturers to cut it, and the stock cut by some too bad to tempt the consumer to encourage the line.

The cutting of hardwood dimension stock can be made profitable to the producer, and when it is the consumer will eagerly take all that is made, for it will be gotten out, as it should be, for the purpose intended, and be cheaper than lumber that they now have to use. We want to find out here today, as nearly as possible, how much of this stock is now produced by those present and what part of their total output is dimension stock, and if this would be increased by proper increase in prices and demand.

We also want to decide on the best plan to develop the business and to get the best result. There seems to be only two ways: either to form here a permanent organization, or affiliate with some organization now in existence. To form and develop a new organization would take vast labor and expense, more I think, than this

present membership would be a most profitable item.

In conclusion, I wish to say that we wish to arrive at the following conclusions:

First, How much hardwood dimension is now being produced.

Second, How much this may be increased.

Third, What per cent of the output would be dimension stock.

Fourth, Rules of inspection.

Fifth, Relative value and basing points.

Sixth, How best to accomplish these ends.

EDWARD L. DAVIS, President.

#### Further Remarks by President.

Mr. Davis: Gentlemen—This is a very hard matter to get at, and it seems that, from what I have seen here today and what has been covered in correspondence, nearly all hardwood producers are interested in this proposition and are anxious to get it upon a paying basis. I think that it would be folly to put our prices so high that nobody would buy, and yet prices must be high enough to pay the manufacturer to produce the stock. I would like to have a full and free discussion of this subject. You have all kept up with the lumber journals; they have all taken up this matter in good shape, and have discussed it pretty thoroughly, and they have shown why it ought to be carried on in association form. I think the *HARDWOOD RECORD*, if you have kept up with that paper, has more fully than any other shown the



necessity of this organization, or at least of some organization that will carry this work along. It really started the movement, and worked up the interest that is now being shown in it. I hope that interest will continue, and

which call for the name, address and kind of wood manufactured, the amount of dimension stock, and the amount of rough lumber. We want to arrive at the relative cost of a man's output which goes into dimension stock. I suppose many here are not making any dimension stock, but we would like to know your entire output anyhow. Please be just as careful as possible in your estimates of production.

Mr. Webster: I presume many here are in the same fix we are. Up to three years ago we cut a good deal of No. 2 common plain oak dimension stock. But dimension stock has not advanced to any extent, although plain oak has. Today we are not putting out a quarter of the dimension stock we were two years ago, because it does not pay us to do so. We can get more money out of our plain oak by selling it than we can by putting it into dimension stock, not counting anything for the cost of producing dimension. If we could get what dimension stock is worth we would probably produce three times as much as we do at present.

#### Committee on President's Address Appointed.

Mr. Doster: I would like to make a motion that a committee of three be appointed to report on the president's address. Being duly seconded and carried, the chair appointed J. S. Garetson, F. W. Webster and Lewis Doster to act upon that committee.

Mr. Davis: I have here some reports made by the committee of the Hardwood Manufacturers' Association at the recent meeting in Louisville, Ky., suggesting values which should be put on different items of dimension stock. I would like to have these passed about and have the members look them over and see if they agree with our ideas.

Mr. Davis: The committee on the president's address not being ready to report just yet, I am going to ask Mr. Doster to talk to us a little while about the Hardwood Manufacturers' Association, of which he is secretary. I would state that I believe it a very necessary move to make some definite arrangement with the Manufacturers' association to take over our work and carry it on, because it will take more money and more time than our separate organization can stand. Another thing, the members of this dimension stock association are largely members of the Hardwood Manufacturers' Association, and they are not going to carry two associations, pay the assessments, and devote their time to two of them. They will certainly draw out of the Manufacturers' association and come into ours, or they will draw out of ours and stay with that one. We would like to hear from Mr. Doster.

#### Lewis Doster Talks.

Mr. Doster: I came here as a representative of the Hardwood Manufacturers' Association of the United States, and without any authority, of course, to act as to their future consideration, but we have a committee representing our association here at this time, from whom we expect to receive a report. Mr. Davis, Mr. Perrine and Mr. Clark, of this committee, are here. I represent the executive board, and wish to state that it will meet in Cincinnati on Saturday, Feb. 24, and any action taken by this organization will be given consideration as to whether any amalgamation can be effected. I am sure our interests are so closely allied that some plan can be outlined, and I would very gladly report favorably on it to the executive board. For the benefit of the makers of dimension material who have never heard what our association can do for them, I would like to make some explanation.

We organized in 1902, and now represent an output of over one billion feet of hardwood lumber. The organization has for its objects the establishment of uniform grades, and the procuring of such information as will be of ben-

efit to its members. As stated in the constitution and by-laws, they are as follows:

#### OBJECTS.

"The object of this association shall be to secure a full understanding of the conditions



FLOYD DAY, SWANN DAY LUMBER COMPANY, CLAY CITY, KY.

that we will here form a basis for doing something beneficial. If there are any suggestions to be made on this subject, I would like to have them now. Let us have a discussion of the whole proposition, until a little later when we will appoint committees on just what we want to cover.

#### Cost of Membership in Hardwood Manufacturers' Association.

Mr. Pratt: I think that those interested would possibly like to know if we affiliated this association with the Hardwood Manufacturers' Association, what the cost is going to be. I am not familiar with its work at all, and would like some member of that association to explain its cost and its benefits.

Mr. Davis: I will say that the cost of the Hardwood Manufacturers' Association is a minimum of \$3 a month, or \$36 a year, and above



C. M. CLARK, SWANN DAY LUMBER COMPANY, CLAY CITY, KY.

surrounding the lumber market in the territory covered by this association, the establishment of uniform grades for the inspection of lumber as the only legitimate basis for more nearly uniform prices; to establish uniform customs and usages among manufacturers of lumber; to procure and furnish to its members such information as may tend to protect them against unbusiness-like methods of those with whom they deal, and such other information as may be for the benefit of the members of the association; and to propose and carry out such other measures as may be deemed for the welfare and in the interest of the manufacturers of lumber, who shall be members of this association."

Our membership is composed strictly of manufacturers—men who own timber, have saw-



W. A. McLEAN, WOOD MOSAIC FLOORING COMPANY, NEW ALBANY, IND.

mills, and ship in carload lots. Their interests are more in shipping than in buying lumber.

Again, our association covers the entire territory, every class of hardwood producer being protected and every department run by people



LEWIS DOSTER, SECRETARY H. M. A. OF U. S., COLUMBUS, O.

that is based on production at 5 cents per M—720,000 feet covered there cover the minimum, and 1,000,000 feet would be \$50. I think we should get at how much stock is produced by the members at present. I have some blank cards here



who manufacture that class of wood. We promulgate price lists for the benefit of the members. These lists are sent all over the consuming market, largely establishing the trend of values for production. We also have grading

tary settlement, but merely a report on the lumber which they find at destination. We also issue commercial reports showing the integrity of buyers. Some firms use fair and others unfair methods, and we try to keep our members constantly informed as to who indulge in these unfair methods. The result is that many who in the past employed them now have to respect our bureau.

We also issue general information reports by canvasses of the different sawmill operations showing stocks on hand from week to week, and through that system we place members in communication with each other who can supply their wants for stock which they do not find a ready sale for elsewhere, thus procuring markets from time to time for manufacturers who have any sort of stock that they find it hard to move.

All this work is based on dues of 5 cents per M. feet shipped, or a minimum of \$36 per year. In the past, through our efforts, we have given members \$2 a thousand benefit from our work for the sum of 5 cents per M. We are now placing inspectors at different points throughout the United States for the purpose of educating the mill men in the grading of their lumber along uniform lines.

Any action taken today that would tend to draw this element of hardwood dimension people into the association I would be only too glad to present fully before the executive board, and I feel sure that you want to become affiliated with some good means of assisting dimension production. If an organization is made which will take in that element who are interested in the work, but who cannot always get together at different conventions, I believe they will be glad to fall into line and act accordingly.

#### Discussion on Proposed Affiliation.

Mr. Davis: I would like to have a fuller expression from others who are members of the Hardwood Manufacturers' Association. I would like to know if they consider it better to maintain a separate organization.

Mr. Garetson: Our firm was among the first to join the Hardwood Manufacturers' Association. It is true that the class of lumber we have made has not come to any extent under the benefits that are usually derived from such association. We are making a great deal of car stock and lumber from low grade logs, but we also manufacture quarter-sawed and plain oak, and in all our dealings we have been governed largely by the prices that have been fixed at the different meetings. We have found it very beneficial indeed. We have also derived much benefit from the credit reports. You know a great many jobbers will not treat the sawmill man fair if they can get around it. Undesirable buyers have been reported upon; their method is to send out a letter asking whether a firm has had dealings with a certain buyer and their experiences, and if we ask for a special report regarding a buyer, they can then give us what the trade in general has reported, and in that way we have avoided a great deal of trouble. We have also been benefited at times when we were short of stock, by receiving their lists telling where it might be located. Dimension stock seems to me to run largely along the same lines as other hardwood, and it would take a long time and hard work to get as good an organization and to do as efficient work as would be accomplished if we affiliated with the Hardwood Manufacturers' Association. I am in favor of it, and I really think it would be much better for us all to join with them.

Mr. Foot: I think I am the only representative from Mississippi. I read the words of welcome with a great deal of pleasure. It has been forty-five years since I have met with my northern brethren, and then it was when one hundred of us joined the Federal army to help save our blessed country. It gives me great pleasure indeed to be here. I want to

say that I am young in this business. I don't know my A B C's, but it seems to me that the Manufacturers' Association is the wagon for us to get into. They are organized; they are doing great work; it is no more work for them



VAN B. PERRINE, PERRINE ARMSTRONG COMPANY, FT. WAYNE, IND.

rules for hardwood at the present time. We have more than 80,000 copies now in the hands of consumers and inspectors, and we are still using every effort to put these rules into the hands of the people and teach them to grade lumber correctly. The grading rules and the price lists are in the hands of committees covering the woods they produce, and a poplar man, for instance, would not be found on the gum committee, etc.

We have a bureau of inspection, also. In the past all hardwood difficulties have been settled at the point of consumption. With our system, we educate the sawmill man by showing him how to grade and manufacture his lumber at his mill correctly, thereby preventing difficulties at New York, Boston, or other distant points, saving him time and money when lumber is shipped into these markets that is not correctly manu-



JAS. BUCKLEY, BROOKVILLE, IND.

factured. Again, complaints are made that are unjust; we use every means at our command to expose unjust claims, and every possible means to adjust differences between buyer and consumer. Our inspectors do not make any mone-



H. E. BACON, BACON-NOLAN HARDWOOD COMPANY, MEMPHIS, TENN.

to look after the dimension part; they are a powerful body, and this one is disintegrated as it were. I think we will get among good people when we get in with them. As for myself I want to join with Brother Doster; I want to get into that wagon if I have to climb in over the wheels.

Mr. Davis: We will certainly be glad to take Mr. Foot into the dimension association, but I would much rather take him into the Manufacturers' Association. I hope he won't wait so many more years to meet with us again.

Mr. Webster: I am probably the only one here from my part of Alabama. While we are not members of the Hardwood Manufacturers' Association, we recognize that they are doing a great work; they have spent a lot of money and are well organized and have benefited their members and others to a great extent, and I



C. I. HOYT, C. I. HOYT & CO., PEKIN, IND.

think the dimension people can best carry out their ends through the Manufacturers' association than in any other way.

Mr. Davis: Mr. Webster cuts a great deal of furniture stock. Dimension stock has not gone



with the same of board lumber and Mr. Webster thinks with proper prices his product could be increased three or four times with profit to himself.

Mr. Webster: Without any extra power or steam we can manufacture at our plant two to two and one-half million feet of dimension stock for chair and dimension purposes, with the additional cost of the men to do it, and work up the defective and butt ends that do not pay to use at present prices. I think this dimension proposition should be treated along the lines of economy of the forest itself, using stuff in dimension that could not be profitably put into lumber.

Mr. Gibson: If I may be pardoned I would like to say a word about the dimension proposition. There are many people here who are actual producers, and others who would like to be if there was any money in it. I think that logically the hardwood dimension business is the best end of the lumber business. Up to date it has not been. It means a good deal to the lumber industry—I think, more even than theoretical forestry matters. It means conserving the forests; it means exercising sawmill economy; it means putting sixty or seventy per cent—instead of thirty per cent of the forest onto the market. I believe as time progresses you will find it the

that I have always aimed to make it clear, just as I would expect to see it in the chair, although I never looked under one to see what it looked like underneath. I have always made my prices accordingly. The consequence is that I have sold practically none of this class of stock. I have made it clear one face and two edges. We have shipped worm holes and knots that do not show through, but as a rule, one face and two edges clear.

Mr. Briggs: I think my rule would apply to all furniture stock where only one side showed. We must get up rules whereby inspection must be governed, and it will help the business. We ought to have a rule to govern the whole business. Speaking of grading; take wheels for instance, the people will not kick about price if wheels are made right, as to the spokes and rims.

Mr. Garetson: We have never yet found a chairmaker that would take anything which was not perfectly clear, and I am glad to know that there are some who will. If we can get them to take the grade that way we can make prices right for them.

Mr. Davis: The Committee on the President's Address is now ready to present its report. Mr. Bacon will read it.

#### Report of Committee on President's Address.

Mr. President and Gentlemen: We your Committee on the President's Address, do hereby respectfully submit the following:

FIRST, we concur in the recommendation of the president embodied in his address.

SECOND, we recommend the appointment of committees covering the following material who will act on both grades and values:

Furniture and chair stock, five.

Wagon and implement stock, five.

Hickory vehicle stock, five.

THIRD, we also approve of the president's recommendation that the hardwood dimension industry ally itself with the Hardwood Manufacturers' Association of the United States, and hereby recommend the adoption of the following preamble and resolution:

WHEREAS, since the time of the temporary organization of the Hardwood Dimension Association, made at Chicago, November 21, 1905, the Hardwood Manufacturers' Association of the United States has recognized the importance of hardwood dimension as an integral part of hardwood manufacture, and

WHEREAS, at its annual meeting at Louisville, Ky., on January 16 and 17, it authorized the making of an analysis of grading, specifications and values of hardwood dimension material, and

WHEREAS, the Hardwood Manufacturers' Association of the United States is recognized as the foremost organization of its kind in the country, its work being devoted exclusively to the benefit of manufacturers of hardwoods, and

WHEREAS, it is believed that the best interests of producers of hardwood dimension material in all forms can best be served by an alliance with the Hardwood Manufacturers' Association of the United States; therefore be it

RESOLVED, that the individuals here present do recommend and pledge themselves individually and jointly to affiliate with the Hardwood Manufacturers' Association of the United States, and to lend their moral and financial support to the furtherance of the dimension work undertaken by that association; and

RESOLVED, that the proceedings of this meeting be embodied in a report to be presented to the executive board of the Hardwood Manufacturers' Association of the United States showing the output represented at this meeting, and signed by all here present.

Respectfully submitted,

J. S. GARETSON.

F. W. WEBSTER.

LEWIS DOSTER.

Mr. Davis: You have heard the report of the committee, what will you do with it?

Mr. Perrine: I move we adopt the report and carry out the recommendations therein.

Mr. Davis: I will appoint the committees as soon as possible, and announce them. Since we have passed on this report I have been informed that there is quite a lot of gum dimension stock, and while that has not been brought up, I believe from the amount it is of vital interest, especially if this association becomes a part of the Hardwood Manufacturers' Association, because they already handle the gum proposition from a sawmill standpoint. Therefore, I think we should add to this committee poplar dimension stock and also gum, and would entertain a motion to amend this report accordingly.

Mr. Webster: I move to amend the report and appoint a committee of five for each wood—poplar and gum.

Mr. Davis: I think three is a sufficient number to appoint on these committees.

#### List of Committees Appointed.

Mr. Davis thereupon appointed the following committees:

CHAIR AND FURNITURE STOCK, GRADING AND VALUES: F. W. Webster, G. E. Breece, C. S. Bacon, C. M. Clark and G. M. Waters.

WAGON AND IMPLEMENT STOCK, GRADING AND VALUES: Van B. Perrine, A. R. Kampf, E. W. Pratt, Jr., J. S. Garetson and J. B. Galloway.



FRANK F. FELL, NEWARK, O.

most important element of the hardwood business.

Mr. Briggs: We manufacture considerable lumber and some dimension stock. We manufacture our dimension stuff largely from mill culls and slabs—the waste of our mill. And the worst thing we have to contend with is inspection and grading of dimension stock. I think this is one of the things that needs consideration more than prices. Everybody has their own inspection in dimension, and they want to buy on about the same basis. Take chair stock—I was talking to a man this morning who said he shipped a lot of chair stock. I asked him what inspection. He said I make it good. Now that is unnecessary. I sell a lot of chair stock on contract, with one face and one edge clear. I specify it so and stand by it. I produce about one carload a day. I make poplar and posts, rounds and slabs, but that is not saying that they should be any cheaper. The thing is to get the grade right and the prices will practically take care of themselves.

Mr. Davis: One carload a day would represent about 3,000,000 feet a year. Your total output of lumber is about 21,000,000 ft. You state that the price will take care of itself, but the market is grading. That will come up today, and we will have to decide on it. I must say



E. W. PRATT, JR., CROFTON, KY.

HICKORY VEHICLE STOCK, GRADING AND VALUES: C. I. Hoyt, L. Foot, H. Taylor, O. G. Fitzgerald and E. Sturm.

GUM DIMENSION STOCK, GRADING AND VALUES: O. G. Fitzgerald, J. S. Garetson, F. W. Webster and C. S. Bacon.

POPULAR AND BASSWOOD, GRADING AND VALUES: C. M. Clark and F. W. Webster.

Mr. Davis: I would like to have these committees meet as soon as possible and take up their duty. There are some manufacturers here who are not on these committees, but who might be if I were more familiar with the different members. I hope they will make themselves known to the different committees, and it may be that I can substitute their names in some cases, if I have appointed the same man on two committees. I would like also to have the men who are interested in using this stock meet with these committees. We do not want them to be at all backward in giving us their views. We know their views are good, and we must sell the stock to somebody, and must in the end consult with these men.

Upon motion the meeting adjourned until 3 p. m.

#### WEDNESDAY AFTERNOON SESSION.

The meeting was called to order at 3 p. m., President Davis in the chair.



Mr. Davis: I believe that the committees are ready to report, with the exception of one. We will first hear the report of the Committee on Chair and Furniture Stock, of which Mr. Webster is chairman.

#### Report of Committee on Chair and Furniture Stock.

We, your committee appointed on grading rules and values for chair and furniture stock, beg to report as follows:

Prices f. o. b. Ohio River points, taking a 10 cent rate to Chicago and 19 cent rate to New York.

Inspection as follows: Stock to be of uniform thickness and width the entire dimension. All stock to be clear one side, two edges, and two ends. Bright sap no defect—except chair back stock, which must be free from all defects. Bright sap no defect.

##### OAK SQUARES.

1"x1", 14" to 31"	\$30.00
1"x1", 32" to 57"	35.00
1"x1", 58" to 64"	40.00
5/4"x5/4, 6/4"x6/4, 14" to 31"	32.50
5/4"x5/4, 6/4"x6/4, 32" to 57"	37.50
5/4"x5/4, 6/4"x6/4, 58" to 64"	47.50
5/4"x5/4, 14" to 31"	32.50
5/4"x5/4, 32" to 57"	37.50
5/4"x5/4, 58" to 64"	52.50
1"x2", 36" to 44"	40.00

##### PLAIN SAWED SEAT STOCK.

1"x3" to 1"x5", 9" to 23"	\$32.50
1"x3" to 1"x6", 24" to 30"	45.00
5/4"x3" to 5/4"x5", 9" to 23"	40.00
5/4"x3" to 5/4"x6", 24" to 30"	55.00

##### QUARTER SAWED SEAT STOCK.

1"x3" to 1"x5", 9" to 23"	\$50.00
1"x3" to 1"x6", 24" to 30"	60.00
5/4"x3" to 5/4"x5", 9" to 23"	55.00
5/4"x3" to 5/4"x6", 24" to 30"	65.00
6/4"x4" and wider, 21", white oak	65.00
6/4"x4" and wider, 21", red oak	55.00

##### TABLE TOPS, PLAIN SAWED.

1"x4" and up, random widths, 15" to 21"	\$30.00
1"x4" and up, random widths, 23" to 27"	32.50
1"x4" and up, random widths, 29" to 33"	35.00
1"x4" and up, random widths, 35" to 39"	37.50
1"x4" and up, random widths, 41" to 43"	40.00
1"x4" and up, random widths, 45" to 47"	45.00
1"x4" and up, random widths, 49" to 54"	50.00

For these same dimensions in quartered stock, add \$20 per M feet for white oak, and \$12.50 per M feet for red oak.

##### QUARTERED WHITE OAK CHAIR BACKS.

3/4"x2"x16" to 18"	\$40.00
3/4"x3", 1"x4", 1"x5", 16" to 20"	50.00
3/4"x3" to 10"x16" to 24"	65.00

Red oak, \$5 per M feet less than above.

Lengths and widths as grouped above to be piled and shipped together.

#### Discussion On Maple and Beech.

Mr. Webster: Mr. Breece suggests that beech and maple be added to this report at twenty per cent less in price. As to these values, we have arrived at them in two different ways. We took the lower class of logs out of which this dimension could be made, regardless of any other lumber, and then we took the lowest class of lumber that was manufactured out of any other logs and added to this a fair percentage for doing the work. No user in this country can buy lumber and produce the dimension at any less than we have put it on that paper.

Mr. Breece: In regard to maple and beech, if you will leave that open I will look it up. As to birch it is worth as much as oak chair stock in any market, and we have but little in our country, and I don't know as anyone here is interested in its manufacture.

Mr. Doster: I make a motion that this committee's report be adopted with the understanding that the prices of beech and maple be supplied by Mr. Breece before this meeting adjourns.

Seconded and carried.

Mr. Davis: Mr. Perrine, chairman of the Committee on Wagon and Implement Stock, will read the report of that committee:

#### Report of Committee on Wagon and Implement Stock.

Your committee beg to report as follows, basing prices hereunder from actual sales, and the waste in the manufacture of the material

below, together with the cost of timber and manufacture, and grade required for such material; prices based f. o. b. Ohio River points taking a 10 cent rate to Chicago and a 19 cent rate to New York City.

##### WAGON STOCK.

Oak reaches	\$60.00
Hickory reaches	70.00
Oak bolsters, 3"x12" and larger, 1' 6", 4' 6"	50.00
Oak bolsters, 3"x4" and smaller, 4' 6"	40.00
Oak and ash wagon tongues, 4' 6"	60.00
Hickory axles, 3"x4" to 3 1/4"x4 1/4"x6"	50.00
Hickory axles, 3 1/2"x4 1/2" and larger x 6'	60.00

Oak hounds to be figured on a basis of the amount of lumber required in their manufacture.

Drop tongues, or short	\$45.00
Stiff tongues, or long	60.00
Hind hounds and sway bars	50.00

##### FELLOES: 3' to 4' 6" CIRCLE.

	Set.		Set.
2"x2 1/2"	1.32	3"x2 1/2"	2.31
2 1/4"x2 1/2"	1.42	3 1/4"x2 1/2"	2.75
2 1/2"x2 1/2"	1.43	3 1/2"x2 1/2"	3.02
2 3/4"x2 1/2"	1.76	3 3/4"x2 1/2"	3.46
2 1/2"x2 3/4"	1.92	4"x2 1/2"	3.95
2 3/4"x2 3/4"	1.43	4 1/4"x2 1/2"	3.25
2 1/2"x2 3/4"	1.76	4 1/2"x2 1/2"	3.60
2 3/4"x2 3/4"	1.98	4 3/4"x2 1/2"	4.00
2 1/2"x2 3/4"	2.09	4 1/2"x2 3/4"	3.60
2 3/4"x2 3/4"	1.76	4 3/4"x2 3/4"	4.05
2 3/4"x3"	1.92	4 1/2"x3"	4.50
2 3/4"x3 1/4"	2.09	4 3/4"x3"	4.75
2 3/4"x3 1/2"	2.31	4 1/2"x3 1/2"	4.75
2 3/4"x3 3/4"	2.98	4 3/4"x3 1/2"	4.50
2 3/4"x3 1/2"	2.09	4 1/2"x3 1/2"	4.75
2 3/4"x3 1/2"	2.31	4 3/4"x3 1/2"	5.10
2 3/4"x3 1/2"	2.75	4 1/2"x3 1/2"	5.45
2 3/4"x3 1/2"	3.02	4 3/4"x3 1/2"	4.50
3 1/4"x2 1/2"	2.29	5"x2 1/2"	4.50
3 1/4"x2 3/4"	2.47	5"x3"	5.40
3 1/4"x3"	2.75	5"x3 1/2"	5.70
3 1/4"x3 1/4"	3.02	5"x3 1/2"	6.00
3 1/4"x3 1/2"	3.30	5"x3 1/2"	6.65

##### PLOW HANDLE STRIPS.

1 1/2"x2" to 1 1/2"x2 1/4" by 3' 6" and 4'	\$41.00
1 1/2"x2" to 1 1/2"x2 1/4" by 4' 6" and 5'	45.00
1 1/2"x2" to 1 1/2"x2 1/4" by 5' 6" and 6'	45.00
1 1/2"x2 1/2" and 1 1/2"x2 3/4" by 4' 6" and 5'	45.00
1 1/2"x2 3/4" and 1 1/2"x2 1/2" by 5' 6" and 6'	48.00

Above prices are for sizes when dry, per M feet, broad measure.

##### INSPECTION.

We also suggest the following inspection to govern the sale of such wagon stock:

REACHES to be clear, bright sap, no defect. POLES to be clear for a length of 11 feet.

AXLES to be free from rot, knots, shakes and splits, for a length of 5 feet, 6 inches, but to permit of bird-pecks and one-half inch of wane.

BOLSTERS clear of knots, shakes and splits, but knots that will work out in finishing should not be considered by the inspector.

HOUNDS, clear from any defect hurting the strength of the piece.

FELLOES, clear all sides except the tread, where slight defects allowed if not affecting the strength of fellow.

PLOW HANDLE STRIPS, clear.

VAN B. PERRINE.

J. S. GARETSON.

E. W. PRATT, JR.

ALBERT KAMPE.

J. B. GALLOWAY.

H. E. Bacon: I hope this report will be accepted, and put through without a dissenting voice. I think this is the most refreshing meeting that lumbermen have listened to for a great many years. It represents the first dawn of light on the dimension proposition, which will prove from now on of the greatest importance. I move its adoption.

After some discussion by Messrs. Robson, Garetson, Perrine and Kampf the report was adopted as printed above.

#### Committee On Gum Continued.

Mr. Davis: We will next have the report of the committee on gum grading and values.

C. S. Bacon: I can say as a member of that committee, that none of us have had any experience in making gum dimension, so for the present thought best to pass the matter by and continue the committee. I believe the same prevails regarding poplar and basswood.

Mr. Davis: Is there anything further to come before the house?

Mr. Webster: Pending the amalgamation of this association with the Hardwood Manufac-

turers somebody must look after its affairs. I move you appoint a committee of seven, to be known as the temporary executive committee, to manage the affairs of this association until the amalgamation with the other association; if this amalgamation is not effected, this committee to make such report back to this organization as it deems fit.

Seconded and carried.

It was suggested that considerable money had been expended by some one in the work to date on the dimension association movement, which should be repaid. Messrs. Davis and Bacon expressed their willingness to stand the expense they had incurred.

Mr. Gibson: I thought in originating this movement I might be serving the interests of the hardwood industry. I have spent several hundred dollars on postage stamps, clerical work and printing, to carry on the work incident to it, but I will say that the HARDWOOD RECORD is glad to contribute that as its share toward producing such benefits as have arisen out of these efforts. Nearly all the members of the association are patrons of the HARDWOOD RECORD, and they have been very generous in their support of it, so I am glad to make some such return. When I instituted this movement I had no idea that you would affiliate with any of the larger organizations, but in face of the arguments presented here, it seems the logical thing to do.

#### Temporary Executive Committee.

Mr. Davis: I will appoint as the temporary executive committee the following: E. L. Davis, F. W. Webster, J. S. Garetson, H. E. Bacon, C. M. Clark, G. W. Breece, C. S. Bacon.

On motion the meeting adjourned, to meet again at 8 p. m.

#### WEDNESDAY EVENING SESSION.

##### Discussion on Hickory Values.

After calling the meeting to order, President Davis requested a report from the hickory committee, which was made by the chairman. After some discussion, in which it was shown that the report was not entirely acceptable to all members, it was referred back to the committee to be revised and presented at the Thursday morning session. On motion the committee was enlarged by the addition of Mr. Breece and Mr. Fee.

Mr. Bannister addressed the convention, expressing the highest regard for association work, but deploring the placing of hickory values on so high a plane as recommended by the committee.

In response H. E. Bacon made a few remarks defending a radical increase in hickory values, from the fact that the wood has not advanced in price in proportion to other woods.

#### Report on Maple and Beech Dimension.

Mr. Webster: With regard to the maple and beech dimension stock, we would recommend that maple and beech chair dimension stock, seats, backs and rockers, be placed at \$2 a thousand less than the oak prices adopted by this convention today.

A motion to this effect was carried.

After some further discussion the meeting adjourned until Thursday morning.

#### THURSDAY MORNING SESSION.

The meeting was called to order at 11 a. m. President Davis in the chair.

Mr. Davis: Mr. Doster will now read the report of the Committee on Hickory Vehicle Stock.

#### Report of Committee on Hickory Vehicle Stock.

We, your committee, beg to report as follows:

Second growth hickory shall be all white, straight-grained, heavy, tough and clear.

Black hickory shall be equal in grade to second growth, with the exception of color, admitting red and medium weight white.



Forest growth to consist of the light weight wood that will not go in the above grades, and will admit of small bird-pecks, black streaks and small knots; will admit any rims that will bend to a perfect circle without breaking.

PRICES based on Ohio River points taking a 10 cent rate to Chicago and a 19 cent rate to New York City.

RIM STRIPS.		Black hick- ory.	Forest growth.
14", 18", 12" and 16", 17" and 2"	\$110	\$70	\$55
14", 17" and 2"	135	75	65
24" and 21"	150	80	70
Standard lengths of these rim strips shall be 5' 6", 6', 6' 6", 7', 7' 6", 8' and 8' 6", not to exceed 10 per cent of 5' 6".			
Also caps and single-trees, admitting same defects as the same grade			
OF THIS	\$ 45	\$60	\$85

#### IMPLEMENT STOCK.

Double-trees, single-trees and neck-yokes for agricultural work will admit bird-pecks, streaks, solid knots that will not impair the strength of the piece.....	\$32.50
Forest growth shaft strips.....	60.00
Forest growth poles.....	75.00
Forest growth tongues.....	80.00

Respectfully submitted,

C. I. HOYT.  
E. STURM.  
G. E. BREECE.  
HOWELL TAYLOR.  
O. G. FITZGERALD.  
L. FOOT.  
FRANK F. FEE.

Mr. Davis: Gentlemen you have heard the report of the committee. What will you do with it?

Mr. Fee: I move we adopt the report of the committee as read.

Seconded by Mr. Foot and carried.

Mr. Davis: All the committees have now reported, excepting those on Poplar and Basswood, and Gum. These two are going to be continued and will look up the situation in better shape, reporting on the same to the Executive Board formed yesterday at their monthly meetings which will be held until the amalgamation is made with the Hardwood Manufacturers' Association, and in case it is not made will report to the Executive Board, which will handle the information according to the circumstances then existing.

Mr. Kampf: I presume you are all glad to be here today and I know that much good has come from this meeting. There is no victory without battles, and I have seen a good many battles fought here today which have been successfully terminated. I move that we extend a vote of thanks to the officers of the association for their efficient work, and to the lumber newspapers.

Seconded and carried.

#### Hickory and Hickory Reforestation.

Mr. Davis: On behalf of myself and the other members who have perhaps had more to do with it than I, I desire to say that I have been moved not altogether by a philanthropic spirit, but also for my own good, and I believe this work will result in good to all of us. It is time for the lumbermen to work up every scrap of their lumber that they can possibly put upon the market. The more waste or low-grade stuff we can use the longer will our timber propositions last. There is no danger of overproduction. The timber is passing while the demand is increasing. It should be used with the greatest economy, and right here I would say that the United States at this time is engaged in inquiry, especially on the subject of hickory. I believe that the National Lumber Manufacturers' Association appointed a committee to meet with a committee appointed by the Forestry Service of the United States Department of Agriculture, to confer on the matter of hickory, and I do not know but that it would be a good idea for this convention to

appoint a committee to act with them as a sort of advisory body. If anyone here is familiar with that line of work I would like to hear from him.

C. S. Bacon: This dimension business has been a hobby with me. I first took the matter up with Mr. Gibson. We thrashed it over several times, and while these things figure out very nicely on paper, they don't figure out so well with the cant-hook as with the pencil. We thought something ought to be done to get men together and put the business on a profitable basis, and this is the result. I am sure I have had a great deal of satisfaction out of the meetings. And I hope we will also get some profit out of them. It is probable that it will take some time to get this association running smoothly. There have been too many conflicting interests to be harmonized right from the start. I do not know how long it will take to effect this unity, but when we do get the thing running smoothly, as I know we surely will, I think it will be very satisfactory to those who have given their support to this association work. In order to give each of these members the information which it is very necessary that they have, there should be some ways and means provided to get our different price lists into the hands of those who have not attended the association meeting, as it is very necessary for us to have them with us and keep them in line. It is not the larger manufacturers who are making the low prices; it is the smaller men who do not know what to ask for their stock. I would suggest that this matter be given particular attention, because it is the information that they must have.

Mr. Breece: It seems to me that we could get out a pamphlet showing the price lists and our grades, and supply it to the people who are present here, and also mail it broadcast over the country. Make all the sawmill men acquainted with what we have done here, our grades and our prices.

Mr. Gibson: I believe you are going to get all the publicity you need through the medium of the lumber press. I know the HARDWOOD RECORD has collated a list of upwards of 300 people, who are producers of dimension, and I certainly will reach all these people with the next issue and think the lumber newspapers generally will carry a pretty full report of this meeting. I do not believe the pamphlet scheme will therefore be necessary.

Mr. Doster: The Hardwood Manufacturers' Association will take care of the advertising of prices if the amalgamation is made. They will always see that they are put into the hands of everyone interested.

Mr. Gibson: In regard to the Forestry Service in its work of assisting the lumber trade in their investigations which have a particular and pertinent interest to the lumber trade, I think one of the most important things is the attempt to analyze for us hickory conditions. This is a wood for which, at least, in many instances no substitute has yet been found. The Forestry Service is undertaking to demonstrate that it is a practicable proposition to regrow hickory. Those fellows at Washington are young and perhaps theoretical, but it is their ambition to know all there is to know about it and put the information into concrete form and give it over to you. I am going to take the liberty to make a motion that a consulting committee be appointed by the chair to confer at the request of this Forestry Service on the subject of hickory and hickory growth.

Seconded and carried.

Mr. Fee: As one of the older members of the Hardwood Manufacturers' Association I want to say a word relative to their work and its success. I understand that you are going to affiliate with that association. I believe you will prove a worthy child of an honorable parent. When we started that association, we

had as many contentions as we have had here on prices; the men selling oak at \$40 conflicted with the men who were getting \$60. But, eventually, the men who got \$60 governed prices. So I say that the Hardwood Manufacturers' Association has done a great deal of missionary work in going out and getting in the smaller producers, and showing them that they can just as well make money as lose it.

#### Committee to Confer with Forest Service.

Mr. Davis: I have appointed the following committee to consult with the Forest Service on the subject of hickory and hickory reforestation: Henry H. Gibson, Frank F. Fee, C. I. Hoyt, Jr., Geo. E. Breece.

Mr. Gibson: I would like to say a word generally about association work and especially in relation to the hardwood industry. It is my opinion that the hardwood men are still learning their trade. As compared with the people who have made vast sums of money in the lumber industry, they are still at the tail end of the procession. The building woods people learned the value of association work long before the hardwood men, and they learned it so well that it was not safe to let off a shotgun in the states of Michigan, Wisconsin and Minnesota, without danger of hitting a millionaire. The first time in the history of the trade, the hardwood men have made any money out of the business is since associations have been organized. I believe it is worth thinking about and staying with.

On motion, duly seconded, the meeting adjourned sine die.

#### Attendance.

Chas. S. Bacon, Bacon Lumber Co., Grand Rapids, Mich.

C. B. Baunister, Muncie Wheel & Jobbing Co., Muncie, Ind.

G. E. Breece, W. Va. Timber Co., Charleston, W. Va.

J. C. Burchette, Hardwood Manufacturers' Association, Columbus, O.

Wm. Burke, Crawford, McGregor & Canby Co., Dayton, O.

C. M. Clark, Swann-Day Lumber Co., Clay City, Ky.

J. S. Coleman, Royer Wheel Co., Cincinnati, O.

Edward L. Davis, E. L. Davis & Co., Louisville, Ky.

Floyd Day, Swann-Day Lumber Co., Clay City, Ky.

Lewis Doster, Secretary Hardwood Manufacturers' Association, Columbus, O.

O. G. Fitzgerald, O. G. Fitzgerald & Son, Staunton, Tenn.

L. Foot, Canton Lumber Co., Canton, Miss.

H. M. Foulk, J. L. Clark, Oshkosh, Wis.

J. B. Galloway, J. B. Galloway Co., Clarendon, Ark.

J. S. Garetson, Garetson-Greason Lumber Co., St. Louis, Mo.

H. H. Gibson, editor HARDWOOD RECORD, Chicago, Ill.

A. E. Gordon, HARDWOOD RECORD, Chicago, Ill.

John A. Graham, Jno. A. Graham & Co., Lexington, Ky.

E. C. Groesbeck, the Stearns Company, Cincinnati, O.

John W. Herron, Jr., Royer Wheel Co., Cincinnati, O.

C. I. Hoyt, C. I. Hoyt & Co., Pekin, Ind.

M. L. Heaton, Hardwood Manufacturers' Association, Columbus, O.

Albert R. Kampf, Albert R. Kampf, Louisville, Ky.

J. J. Linehan, Linehan Lumber Co., Pittsburg, Pa.

T. W. McLaughlin, McLaughlin Lumber Co., Eubank, Ky.

W. A. McLean, Wood-Mosaic Flooring Co., New Albany, Ind.

W. A. Moulton, Gills & Moulton, Chicago, Ill.

Van B. Peaslee, Peaslee & Peaslee Co., Ft. Wayne, Ind.  
 T. W. Pratt, Jr., Pratt Worthington Co., Crofton, Ky.  
 G. M. Robeson, Farmville Manufacturing Co., Farmville, Tenn.  
 Jno. C. Rodabaugh, T. B. Stone Lumber Co., Cincinnati, O.  
 J. R. Siskieston, Siskieston Lumber Co., Detroit, Mich.  
 Franklin H. Smith, American Lumberman, Chicago, Ill.  
 W. A. Snyder, Pioneer Pole & Shaft Co., Memphis, O.  
 T. South, South & Smith, Sacramento, Ky.  
 Howard Taylor, Taylor & Paskerville, Stanton, Tenn.  
 A. P. Waterfield, Yellow Poplar Lumber Co., Carl Grove, O.  
 Geo. M. Waters, G. M. Waters, New Palestine, Ind.  
 F. W. Webster, Huntsville Lumber Co., Decatur, Ala.  
 J. J. Wiesner, Bookwalter Wheel Co., Miamisburg, O.  
 Jno. F. Williams, Lumber Trade Journal, New Orleans, La.

J. B. Mersma, Colina Lumber Co., Cherry Valley, Ark.  
 J. H. White, S. C. Lumberman, Nashville, Tenn.  
 Wm. Spencer, Kentucky Lumber & Veneer Co., Robbins, Ky.  
 Geo. A. Bassed, Woodbine Manufacturing Co., Detroit, Mich.  
 H. E. Bacon, Bacon-Nolan Hardwood Co., Memphis, Tenn.  
 Frank H. Baugh, Kentucky Lumber & Veneer Co., Robbins, Ky.  
 E. M. Schantz, E. M. Shantz Lumber Co., Glendora, Miss.  
 Rolfe Gerhardt, C. L. Ritter Lumber Co., Clay, W. Va.  
 W. A. Gault, Pekin, Ind.  
 F. E. Leggett, Newark, O.  
 Ellis V. Stewart, E. C. Atkins & Co., Inc., Indianapolis, Ind.  
 E. O. Robinson, Mowbray & Robinson, Cincinnati, O.  
 Charles Roos, C. Roos, Williamsport, Pa.  
 W. H. Phibbs, Phibbs & Pepph, Bainbridge, Ohio.  
 Jas. Buckley, Brookville, Ind.  
 Charles E. De, Newark, Ohio.

associated with each other. Herb Peaslee and Salisbury men of wealth and prominence, some of whom, it is stated, are now engaged in furniture manufacturing.

The deal involves the actual transfer of 15,000 acres of land rich in hardwoods in the Big Ivey section of Buncombe county, and the purchase of 15,000 acres additional on a leasehold basis. Already large sums of money have changed hands, although before the entire purchase is finally closed the title of 10,000 acres of the boundary will have to be investigated. Five thousand acres involved constitute the well known Coleman tract, and the boundary extends northward from the Asheville watershed. The furniture factory and tannic acid plant will be located either at Democrat or Barnardsville, in the northern section of the county. Neither of these places is on a railroad, but both are on the line which, it is alleged, will be opened towards Burnsville and Embreville.

#### New Company at Memphis.

The Gayoso Lumber Company will open for business in Memphis the first of March. It is capitalized at \$50,000 and its promoters are widely known in the hardwood trade of the country. The new concern represents the business formerly conducted by the Ransoms of Nashville. The officers of the company are: John B. Ransom, president; Arthur B. Ransom, vice president; W. A. Ransom, secretary and general manager, and Chas. R. Ransom, treasurer.

Ample yard space for the conduct of the business has been purchased in South Memphis, along the main track of the Yazoo & Mississippi Valley railroad. At present Memphis will be the storage yard and headquarters of the company, and later a mill will be erected. The office is now being built on the newly acquired ground. It is the intention of W. A. and C. R. Ransom to move their homes to Memphis. While information is deficient on the subject it is doubtless true that this new venture of the Ransoms will in no wise interfere with the continuation of the big hardwood business of John B. Ransom & Co. at Nashville.

#### Special Meeting Wisconsin Association.

Secretary A. E. Beebe has issued a call for a special spring meeting of the Wisconsin Hardwood Lumbermen's Association by order of President E. P. Arpin. This meeting will be held at Marshfield, Wis., on Tuesday, March 27, at 2:30 p. m. sharp. This time was set to accommodate members west and north of Marshfield who can not arrive earlier.

It is urged that every member of the association endeavor to be present at this meeting, which will be a very important and helpful one.

#### Interstate Forest Reserve Meeting.

At Charlotte, N. C., on March 3 an important meeting will be held in the interest of the passage of legislation by congress looking toward the establishment of national forest reserves in the Appalachian mountains, and for the establishment of state forestry associations. S. S. McNinch, mayor of Charlotte, is chairman *ex officio* of the proposed meeting. R. M. Miller is general chairman and L. A. Dodsworth is secretary.

The program includes a reception from 11 a. m. to 1 p. m. by the Southern Manufacturers' Club, and during the afternoon and evening at the Academy of Music the meetings will be held, which will be presided over by Gov. R. B. Glenn of North Carolina. The program outlined is as follows:

Address—Gifford Pinchot, chief forester of the United States, Washington, D. C.

Address—Alfred Akerman, state forester of Massachusetts, Boston, Mass.

Address—Alfred Gaskill, United States Forestry Department, Washington, D. C.

Short addresses by the governors and official citizens of Maryland, Virginia, Georgia, South Carolina, Alabama, Tennessee, West Virginia, Kentucky, Florida.

## News Miscellany.

### The Creelman Failure.

F. E. Creelman of Chicago and New Orleans, who has long been identified with the hardwood trade of the United States, has made a lamentable failure which carries with it F. M. Creelman, a son, who for some years has done business in his own name at Chicago, and C. S. Creelman, another son who engaged with him at New Orleans. It is thought that the failure will involve but very few members of the lumber trade, as the Creelman indebtedness was generally to banks in various parts of the country. The newly organized Bank of America of Chicago was the first one to fall in the crash, having over-loaned to the Creelmans. As near as can be analyzed the Creelman imbroglio is traceable to an overambition for commercial greatness in lumber lines, without the necessary finances or ability to carry on great enterprises. The elder Creelman has the reputation of being a competent lumberman, but he got a great way out of his depth in the giant enterprises which he attempted to engineer.

The first serious financial troubles of the Creelmans came about when the John M. Smith Lumber Company of Nashville went into bankruptcy a few days ago. John M. Smith, its president, issued a statement in which he declared that the proceedings had been instituted at the instigation of himself and the board of directors on information that something was wrong with the company. He asserted that the assets were \$200,000 and that its genuine liabilities were about \$80,000, but that he had discovered that there were outstanding what purported to be notes of the company, amounting to between \$250,000 and \$300,000. He declared that they had been issued without the warrant of the company and that the first knowledge of their existence came when they began to fall due. These notes had been discounted by the F. E. Creelman Lumber & Manufacturing Company; F. M. Creelman, Chicago; the F. E. Creelman Lumber Company, Cairo, and the Florida Lumber Company of Montgomery, Ala.—all Creelman institutions. It seems to have been a part of the Creelman system to absorb various lumber companies of fair commercial repute and to immediately issue large quantities of commercial paper against them for which there was no consideration except accommodation. This paper was scattered and discounted in banks in half a dozen or more states.

The Creelman holdings of timber and its mills are largely located in the South, and when their actual value is set out on paper,

they show to be worth a fraction of what is claimed.—It is doubtful if they will realize any such sum. Bankruptcy proceedings have been instituted in the various states in which the Creelmans have commercial interests and it will probably be many months before it is known how serious the failure is. Up to this writing there has been no accurate analysis made of assets and liabilities. Beyond question it is a bad failure.

### Annual National Wholesale Lumber Dealers' Association.

The fourteenth annual meeting of the National Wholesale Lumber Dealers' Association will be held at the New Willard hotel, Washington, D. C., Wednesday and Thursday, March 7 and 8. The various standing and special committees are now at work and will shortly prepare their annual reports, hence if members have any subjects or suggestions which should be presented to the convention they are requested to so advise the secretary, E. F. Perry, promptly. Mr. Perry also wishes members to note the arrangements made with the railroads for reduced round trip fares on the certificate plan. To make this effective it is necessary that 100 certificates be presented, therefore members are asked to request the agent for a certificate when purchasing tickets to Washington, whether they use it or not, that it may aid in making up the total.

It is desirable that as many members as possible be housed at the New Willard, so that it will be wise to reserve rooms at an early date. Single or double rooms with bath range in price from \$3 to \$7 per day and up. In case accommodations cannot be secured there, the Raleigh, Riags, Arlington, Shoreham and other excellent hotels are close at hand.

Everything points to a large and interesting meeting, and Secretary Perry urges each member to render such assistance as he can in making the session a profitable one for all by attendance.

### Big Deal in North Carolina.

It is reported from Asheville, N. C., that one of the most important timber deals recorded in the section in recent years has been in part consummated, and that the object of the purchase is the erection of a great tannic acid plant and the establishment of a furniture factory which will turn out a higher grade of furniture than any manufactured in the South.

It is said that one hundred thousand dollars will be expended for the land and timber alone, exclusive of the plants, and that North Carolina capital alone is backing the enterprise. Those



Articles of Incorporation have been filed at Fort Smith, Arka, changing the title of the Fort Smith Hardwood Company to the Lane White

# Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

Lumber Company. The new concern is capitalized at \$100,000, an increase of \$40,000 over that of the old company. J. L. Lane of Chicago is president and G. O. Worland of Memphis, secretary and treasurer of the company.

George A. Murray, a lumber manufacturer of Asheville, N. C., and W. H. Wilcox of Waterbury, Conn., will build a large veneer plant near the former city for the manufacture of veneers of oak, chestnut and other woods. The Asheville Veneer Company with a capital of \$30,000, a large part of which has already been subscribed, has been organized to operate this factory.

The Columbus Handle & Tool Company of Columbus, Ind., will greatly enlarge its branch plant at Madison, Ind. Additional ground has been purchased and the work of building will begin shortly. The main factory at Columbus will be continued for some time but, owing to the growing scarcity of timber there, it will eventually be abandoned and the entire business conducted from Madison.

Eagle and Henry islands, in the vicinity of Burlington, Ia., have been sold by J. P. Wolf to the Northern Hardwood Lumber Company for \$2,000. The islands cover about 400 acres and are heavily wooded, a large part of the timber being hardwood. The company intends to pursue a systematic method of cutting, taking only trees that are of proper size, and replanting to make the islands a source of supply for years to come.

The first and only enterprise of the kind in the country is to be established at Portland, Wash.—a plant to manufacture furniture of the highest grades of Philippine hardwoods. J. S. Day of Manila is now at Portland looking over territory for the selection of a suitable site for a lumber yard. A line of steamers in direct communication with the Philippines will probably be maintained in connection with the industry.

K. E. Knutsson of Rockford, Ill., is engineering plans for a new furniture factory in that city. The structure will be 250x128 feet, three stories high. The output will be entirely along the line of mission furniture, which has recently attained such popularity. About 150 men will be employed at first. Ground will be broken very soon, and it is thought that goods can be placed upon the market by fall.

The Tyoga Lumber Company of Calumet, Mich., expects to put in about 5,000,000 feet of timber this winter and the coming spring, at its plant near Deerton. Over 2,000,000 feet of saw logs are now on rollways at the mill. About 1,500,000 feet of the year's cut will be hardwoods. The new mill is ready to begin operations, and the company expects to install a railroad during the summer, which will do away with team hauling from the woods.

The St. Bernard Cypress Company is now completing purchases of timber and expects to begin work on its plant in a week or two. It will take fifty acres of ground for the mill site and lumber yard, which will represent an investment of \$150,000. The site has already been acquired at Borgne mouth, La., and the sawmill, which will be a triple-deck one, will be connected with the cypress lands by means of a railroad, which will be built and operated by the company. The sawmill will be a large and modern one, and will have a world of raw material to draw from. The company's lumber will be shipped to domestic and foreign markets.

The plant of the Richmond (Indiana) Handle Company was seriously damaged by fire Feb. 2 and considerable machinery and finished product destroyed. The factory will be repaired at once, however, and it is expected that before thirty days it will again be in running order. The loss was covered by insurance and the greatest damage will be in loss of time, as twenty-five men were employed and the plant was running at full capacity. The concern had one of the largest outputs of any handle factory in Indiana, and the delay in getting out orders already on hand will mean a considerable loss.

## Chicago.

The Hardwood Record had the pleasure of a call a few days ago from Frederick Dunlap of the Forest Service of the United States Department of Agriculture. Mr. Dunlap is working on a special line of particular interest to the hardwood industry—an analysis of artificial drying methods for hardwoods. He has already secured very valuable data on this subject, which he will compile in the way of evidence and which the department will eventually turn over to the lumber trade for its use.

George C. Brown & Co., hardwood lumber dealers, advise that they have removed their main office from McMinville to Nashville, Tenn., at which place the yard has been located for several years.

The Kentucky Lumber Company advises that it has removed its main office and sales department from Burnside, Ky., to 507 First National Bank building, Cincinnati, where all correspondence should be addressed in future.

Among the recent Chicago visitors were F. C. Fischer, president of the Yellow Poplar Lumber Company of Coal Grove, O., and W. M. Ritter, president of the W. M. Ritter Lumber Company of Columbus, O.

A. P. Bliss, president and general manager of the Bliss-Cook Oak Company of Blissville, Ark., spent a day in Chicago last week on his way to his home at Saginaw from a visit to the company's plant. Mr. Bliss says that he has recently practically rebuilt the entire sawmill and oak flooring equipment at Blissville and hereafter the company will produce about 15,000,000 feet of oak annually. The company's holdings constitute about 50,000 acres of the highest type of oak timber growing in Arkansas.

D. F. Clark, the well known Minneapolis hardwood man, spent a day or two in town last week.

Lewis Dexter, secretary of the Hardwood Manufacturers' Association of the United States, was in Chicago several days last week in conference with President William Wilms of the association.

W. G. Hollis of Minneapolis, "premier secretary" of lumber association work, was a welcome caller at the RECORD office a few days ago. Mr. Hollis was on his way home from an extended southern trip which included Cuba.

The executive board of the Hardwood Manufacturers' Association of the United States held a meeting at Cincinnati on Saturday, as the HARDWOOD RECORD was going to press. It is thought very likely that the secretary's office and the entire machinery of the association will be moved from Columbus to Chicago, but of course this announcement is not authoritative. It would seem to be a very wise move on the part of the association to move its headquarters to this city, as Chicago is the natural center of the hardwood business, from financial, manufacturing and distributing viewpoints.

It is a pleasure to chronicle the fact that, after an enforced rest of several days on account of a severe cold, O. O. Agler of the prominent hardwood firm, Upham & Agler, is again at his office. He is about the busiest man in the trade at present, in the endeavor to catch up with accumulated detail.

Sam Burkholder, the veteran Indiana hardwood man, was in Chicago last Monday shaking hands with his many friends.

The HARDWOOD RECORD had a call a few days ago from J. T. Phillips of Phillips & Seeley, the wholesale hardwood dealers of Saginaw, Mich.

Quite a number of the manufacturers of maple flooring held a conference in Chicago last week analyzing present and prospective features of the flooring industry.

The first strike of any importance in the

woodworking industry in Chicago this year was called a few days ago by the workers in the furniture factory of S. Karpen & Bros., who number nearly 500. It marked the third large strike of woodworkers within eight months. The trouble resulted from an attempt to introduce the piece-work system of paying employees.

George G. Roberts, manager of the hardwood department of the Robert H. Jenks Lumber Company, Cleveland, O., was a Chicago visitor last week and honored the RECORD with a call.

Wm. F. Abbott, formerly with the Rumbarger Lumber Company of Philadelphia, is now associated with Schofield Brothers, 1020 Pennsylvania building, who are largely interested in cypress and hardwood production and jobbing. Mr. Abbott will continue to make his headquarters at York, Pa.

W. E. Barrett of W. E. Barrett & Co., Stock Exchange, this city, has just returned from a Cuban trip.

J. W. Thompson of Memphis was in Chicago this week. Jesse is always a welcome Chicago visitor.

Brother Ed Defebaugh of the Barrel & Box, Louisville, Ky., was a welcome caller at the RECORD office Friday.

## Boston.

Lumbermen in the north and east are in a better state of mind than a month ago, as the heavy fall of snow gives them opportunity to get logs out of the woods. The cut of native hardwood is reported up to the average.

In the death of Edgar A. Drew of Waltham, Mass., that city loses one of its most prominent citizens. Since 1889 Mr. Drew has conducted in Boston a wholesale lumber business. He is survived by a widow and one daughter.

Negotiations are practically concluded whereby the casket manufacturing and supply business carried on by the William L. Lockhart Company of Boston and East Cambridge, Mass., is to be absorbed by the National Casket Company, Hoboken, N. J. The Lockhart company has a large factory in East Cambridge.

The Grand Isle Lumber Company has been organized at Bangor, Me., with a capital stock of \$36,000. The incorporators are: President, Fred B. Butler of Brookline, Mass., and James Crawford of Van Buren, Me., treasurer.

The Swift & Upson Lumber Company of New Britain, Conn., has been incorporated with a capital stock of \$50,000. The incorporators are O. E. Swift, H. D. Humphrey and F. C. Upson.

The Torrington Lumber Company of Torrington, Conn., has been incorporated with a capital stock of \$10,000. The incorporators are William D. and Thomas D. Farley of Torrington, Conn., and Thomas F. Ryan of Litchfield, Conn.

The C. Woodman Company has been organized at Bangor, Me., for the purpose of conducting a wholesale and retail lumber business.

Hon. C. A. Milliken of Augusta, Me., has purchased the Van Buren Lumber Company's plant and timber lands. Mr. Milliken will carry on the business.

M. W. Hart of Boston, who does a large hardwood business, reports the outlook as favorable.

At the recent meeting of the Connecticut Lumber Dealers' Association it was recommended that the association unite with the National Lumber Manufacturers' Association in raising a fund of \$150,000 to endow a chair of "applied forestry and practical lumbering" at Yale. This was referred to the board of directors. A. Schumaker of Waterbury, Conn., was elected president; Frank W. Bogardus, Stamford, vice president; secretary and treasurer, Louis A. Mansfield, New Haven. Mr. Mansfield was also elected insurance director.



The Worcester Lumber Company of Worcester, Mass., is the first to have secured the laws of Massachusetts, which the H. Board of Boston is now considering. R. L. Taylor, of Boston, is secretary. A contract for the erection of two large lumber sheds has been awarded Mr. Haynes, purchased land adjacent to the Boston & Maine railroad several weeks ago. At that time it was reported that a yard would be established in the spring.

Charles S. Wentworth & Co. report prices as very firm and the demand good.

Lawrence & Wiggin have been doing an extensive business in spruce and oak during the past month.

### New York.

The 21st meeting of the Lumber Institute Company of New York was held at the headquarters, 66 Broadway, Feb. 7, at which time a large majority of the officers and directors were present and the affairs of the company found to be in a very satisfactory condition, its total cash assets being \$403,796.36. Pendennis White of Buffalo was reelected president, Henry J. Pierce of Plover & Co., Buffalo, vice president, and Ralph H. McKelvey of New York, treasurer. Mr. McKelvey was also made a director. The new board of directors follows: S. M. Clement, Buffalo, N. Y.; Lewis Dill, Baltimore, Md.; William H. Gratwick, Buffalo, N. Y.; William Hamlin, Buffalo, N. Y.; W. A. Holt, Chicago, Ill.; W. C. Lindlaw, Toronto, Ont.; John D. Larkin, Buffalo, N. Y.; John Jay McKelvey, New York City; Ralph H. McKelvey, New York City; Hugh McLean, Buffalo, N. Y.; J. W. McLean, New York City; George A. Mitchell, Buffalo, N. Y.; Henry J. Pierce, Buffalo, N. Y.; C. H. Prescott, Jr., Cleveland, O.; Frank C. Rice, Springfield, Mass.; Horace F. Taylor, Buffalo, N. Y.; Pendennis White, Buffalo, N. Y. The company is making rapid gains in the volume of business, and is well as in financial resources and is saving the lumber trade from 15 to 20 per cent in rates from the schedules of the old line companies.

Stokes & Co., 100 N. 4th St., Alfred Adams, cabinet woodworker, 38 Gold street, show liabilities \$5,643, and assets \$8,505, \$8,000 of latter being in notes given for the purchase of the business by an outsider. Mr. Adams will pay the balance of the notes with cash and real notes.

The large trim manufacturing firm of Kertschner & Co., at Elmira, N. Y., with plant born in 1880, has been incorporated under the same style with a capital of \$250,000.

The R. T. Jones Lumber Company of North Tonawanda has opened an office in the Flatiron building, in charge of W. M. Beers, who has so ably looked after the company's local trade in recent years. In addition to the white pine supplies a full line of hardwoods suitable for all uses.

Wm. Whitmer & Sons, Inc., of Philadelphia, with branch office at 143 Liberty street, city, has opened a sales office at Newark, N. J., under the charge of R. L. Coryell.

E. E. Eaton, local representative of the W. M. Ritter Lumber Company, Columbus, O., is now located at 158 West Eighty-first street, and has some very choice hardwood offerings. W. M. Ritter, the distinguished head of the house, was here during the fortnight.

George H. F. L. of the Sons of A. J. Lumber Co., of Chicago, has been accompanied by his two sons, sailed on Feb. 8 for a three months' Mediterranean tour.

Hugh McLean, head of the extensive hardwood operations bearing his name, was a recent visitor on business.

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and expressed himself as well pleased with the general hardwood situation.

At the call of Vicegerent C. F. Fischer a rousing concatenation was held at Reisenweber's Hotel, Manhattan, Feb. 23, at which time about fifteen kittens were admitted, a majority of whom will be students of the Yale Forest School at New Haven.

J. C. Barber, the prominent express specialist, left last week for a six weeks' tour of his Pacific coast investments, going via New Orleans, where he will take in the Mardi Gras. From there he will go to Frisco to look over his redwood interests and thence to Blaine, Wash., where he recently acquired a substantial interest in the J. L. Jenkins Lumber Company, which owns two billion feet of stumpage. A good part of the latter output this year will be marketed east by Mr. Turner.

W. W. Knight of the Long Knight Lumber Company, Indianapolis, Ind., was here last week attending the trustees' meeting of the National Wholesalers. In speaking of business he stated that his company had the biggest January in its career and that he looked for a marked scarcity of dry hardwoods before spring, owing to the strong demand generally.

M. B. Farrin, president of the M. B. Farrin Lumber Company of Cincinnati, arrived in town Feb. 15, preparatory to sailing for a six weeks' trip to the West Indies on the 17th. He was accompanied by Mrs. Farrin.

### Baltimore.

The Interstate Mantel & Tile Dealers' Association held a three days' session here last week, the occasion being the annual meeting of the organization which was formed two years ago at Nashville. The deliberations were presided over by T. F. Keating of Chicago, the retiring president, and much work of interest and importance was accomplished.

The following officers were elected:

President—R. Edward Logan, Pittsburgh, Pa. Vice president—Henry A. Greenwood, Providence, R. I.

Secretary—S. Homer Clarke, Baltimore.

Treasurer—W. J. Northcross, Memphis, Tenn.

Executive committee—Charles F. Lorenzen, Chicago; Joseph S. Miller, Philadelphia, and George F. Eubanks, Atlanta, Ga.

The case of John L. Alcock & Co. has been again postponed until next Monday owing to unfinished business pending in the United States Court.

The car equipment question which was the subject of a two days' conference in January between representatives of some thirty lumber organizations and the railroads interested at Washington is to be taken up again between now and the first of March by railroad representatives and a committee of seven on the part of the lumber interests.

Among the visiting lumbermen here last week were E. B. Beckley of the Crosby & Beckley Co., of New Haven, Conn., and Mr. Treadway of Sanford & Treadway of the same town. They called on a number of hardwood firms and expressed confidence in the continuance of high values.

### Pittsburg.

Pittsburg is going through an epidemic of warehouse building. It started two years ago and there are enough buildings planned to keep everybody busy for at least another year. Fully \$5,000,000 has been invested in warehouses within the last two years. The Wabash Pittsburg Terminal Railroad Company is now building a new warehouse under the elevated tracks. The Baltimore & Ohio Railroad Company is having plans prepared for a big group of warehouses to be proposed along the terminal, and the Pennsylvania Railroad Company is also planning to build a big warehouse on the

mense warehouse group in Pittsburg as well as a dozen or more six-story warehouses in Allegheny. There is no let up in the number of private projects announced. This warehouse building epidemic is a splendid thing for the hardwood men for the amount of oak used is enormous, and for two years some of the best business done in Pittsburg has been along this line. Now some big bills are being figured and within the next three months there will be some very nice orders placed for oak timbers and flooring.

Several of the prominent hardwood men are going to Washington next week to attend the annual convention of the National Wholesale Lumber Dealers' Association, March 7 and 8. Pittsburg dealers are much interested in the matter of car stakes and allowances for weight of the same in bills of lading, which will come up at this meeting.

Frank M. Graham, the pole and tie man, announces that it is hard to get No. 1 white oak sawed ties, although hewed ties are plenty. There is a good supply of poles, but, like ties, dealers are holding them till the weather permits active construction work, when they expect to get higher prices. Both the railroad and the street railway companies are pouring in a big inquiry for ties for this spring's use.

From the A. M. Turner Lumber Company it is learned that building men are buying more freely of late and that the local yards are stocking up with a pretty good lot of hardwood. The company has hustling agents out in Ohio and western Pennsylvania who are keeping it supplied with a fine lot of orders for building stocks.

H. W. Henninger, president of the Reliance Lumber Company, is back from an extended trip through West Virginia and Kentucky. He finds good white oak scarce. The company's prospects for a big trade in building lumber this spring are excellent.

The Lumber Lumber Company is a new concern at Dublin, W. Va. It is putting in a mill that will cut 75,000 feet a day and will be quite a producer of hardwood.

J. M. Hastings, president of the J. M. Hastings Lumber Company, dropped into the home office ten days ago after a stay of several weeks at the immense plant of the Davidson Lumber Company in Nova Scotia. Mr. Hastings was the originator of the Davidson operation and takes a just pride in watching its development.

L. F. Baskley, hardwood manager for Wilson Brothers, has been touring West Virginia and Kentucky again in search of hardwood opportunities. The firm expects to leave no stone unturned this year to get a full share of the hardwood trade and it is already booking some fine orders.

The Forest Lumber Company reports a large call for oak and chestnut, the latter having been a leader with it for months. The better grades of oak are leading the market among the other hardwoods.

A wholesale lumber firm that will do considerable business in oak is the Washington Lumber Company of Washington, Pa., which has just been organized. The company is the first wholesale firm in that town, but has no yards as yet.

The Kentucky Lumber Company has the biggest job of hustling on hands of any year in the history of its founders. Its mills are being pushed to the limit and the output is a new point of record. The company is a strong competitor in the oak and hardwood market and is getting into the contract work and doing well with its own stock.

The Reliance Lumber Company now has a new warehouse at 701 Key stone building, where Manager Mann is in charge. The company found it best to start a Pittsburg office as its rapidly increasing trade in this section made it almost impossible to handle all the orders from the office in Philadelphia.



The Linehan Lumber Company is having a fine month's trade in hardwoods. Both the Linehans predict higher prices for some hardwoods before summer, but they are not looking for any sensational advances at present, as they regard the condition of the market as fairly satisfactory, barring the fact that stocks are very hard to get.

George W. Nicola of the Nicola Brothers Company is back from his European wedding trip in which he and his bride traveled 1,600 miles. Last week he spent with his brother, F. F. Nicola, at Camden, S. C., and in the southern mills. The company's affairs at Cleveland are being looked after by O. P. Nicola and E. C. Brainerd of this city. The latter reports a strong market for hardwood.

W. E. McMillan of the McMillan Lumber Company has spent most of his time since January 1 at the company's plant at Bayard, W. Va., where 40,000 feet a day is being cut. The snow and cold weather has enabled the company to hire a lot of farmers to haul logs so that they now have a large stock of hardwoods cutting.

The Buckeye Lumber Company is a new wholesale lumber firm with offices in the House building. F. C. Hoffman, formerly of the A. M. Turner Lumber Company, and C. L. Wickensham, who was identified with the H. C. Frick interests for years, are the members.

The Fort Pitt Lumber Company has been chartered in Delaware, the incorporators being C. F. Johnston, H. M. Boas and John G. Evans. The capital stock is \$75,000 and the concern will develop lumber interests on lands leased in South Carolina. Sawmills will be built and the product marketed. The nominal members are attorneys in this city and Philadelphia.

There is less talk of a coal miners' strike this week—that is, of general strike—and lumbermen are somewhat relieved. Most of them fear still that there will be a strike of considerable proportions, but are using all their influence to avert even this calamity, for they know that it would be very disastrous to the lumber trade as well as other business interests of this community especially, which is in the heart of the coal and iron territory.

The Lumbermen's Bowling League has completed its season. The Nicola Brothers team won the championship with 37 games won and only five lost. President Garling has compiled the official averages which show that E. C. Brainerd of the Nicola Brothers Company is the individual champion. R. N. Erving of Flint, Erving & Stoner beat him, but was not entitled to the championship because he had not taken part in two-thirds of the games scheduled.

Ben C. Keator of Fair & Keator is making an extended stay in Chicago and the Northwest. His firm is having a brisk February trade and looks for some very nice business as soon as the weather opens up.

Chestnut continues to figure strongly in the trade of the Cheat River Lumber Company, and it has lately strengthened itself by more purchases in Virginia, West Virginia and Kentucky. For good hardwood the officials say they can get their own prices nowadays.

### Buffalo.

The condolences of the HARDWOOD RECORD are added to those of the host of friends of Thomas H. Wall of the Buffalo Hardwood Lumber Company over the death of his wife, which occurred on Feb. 7. It is a sad blow to befall the big and big-hearted fellow.

The reorganization of the Buffalo Maple Flooring Company, with James A. White to continue as manager with a good part of the stock in his own name, is announced. F. H. Loud, who is to be secretary of the company, also holds a block of stock; the Kelley Lumber & Shingle Company of Michigan owns the rest.

I. N. Stewart & Bro. are paying much attention to oak, while not in any way neglecting

their cherry specialty. H. A. Stewart is in West Virginia much of the time now, shipping stock to customers direct.

T. Sullivan & Co. keep the road from the far Northwest hot with shipments of Washington fir and spruce this way and also hold a good stock of them at the home yard, both dressed and rough.

O. E. Yeager manages to pick up a supply of good oak and ash in Ohio yet and keeps an assortment of it in yard in spite of the growing scarcity of this sort of lumber.

The mills on the St. Lawrence in which the Hugh McLean Lumber Company is interested are in the frozen belt, but shingles are turned out in winter, and Angus McLean is there a great part of his time of late.

The return of J. F. Knox from his southern trip has increased the already good showing of oak and other hardwoods on the yard of Beyer, Knox & Co.

A. Miller finds that the market for basswood is better than it was and as his surplus of that wood is disappearing he is now buying it again, on the assurance that it is already doing better than formerly.

J. N. Scatterd has lately been off on a trip down the coast. Logs for the Memphis mills are as hard to keep in supply as ever, yet prices of the lumber do not go up as they should.

The Empire Lumber Company still reports a lot of logs selling from its Arkansas tract. With F. W. Vetter in North Carolina this winter, H. S. Jaynes has to look after that trade as well as the Buffalo office.

G. Elias & Bro. still make a specialty of southern pine, with heavy timber leading. The Buffalo yard is carrying a big stock this winter, a lot of Michigan hemlock being among the good things in the list.

The yard of the Buffalo Hardwood Lumber Company is, as usual, pretty full of oak, which comes in a steady stream from the South. Some good sales of gum and cottonwood of late are also reported.

A. W. Kreinheder has a new venture on southern oak and chestnut timber up his sleeve since returning from his last trip south. Good business is reported at the office of the Standard Hardwood Lumber Company.

### Detroit.

F. E. Creelman, manager of the Creelman Lumber Company, of Cairo, Ill., the millionaire hardwood lumberman, who wrecked the Bank of America of Chicago, was formerly a grocery clerk in Ypsilanti, Mich. Guy Creelman of Detroit is his brother.

Brownlee & Co. report an active New York and New England trade in thick maple, soft elm, especially 2 inch and 3 inch, and brown ash.

Vinton & Co. has the contract for the interior finishing of the new Partridge and Blackwell store, which is to cover half a city block. Birch wood will probably be used.

The Russell Wheel Foundry Company is manufacturing and selling many logging cars since the first of the year. The company has just shipped 275 general logging cars to a firm in northern Minnesota; 100 cars to West Virginia, where many small mills for spruce and oak lumber are being erected, and about 20 cars to Kentucky, where there is lots of hard oak and chestnut, the company is putting out a 60,000 to 70,000 pounds capacity car, with 33 inch wheels and automatic coupler. C. W. Russell says the tendency is to build much larger cars than formerly. The Russell company is putting out a new patented trip-stake—or spike for its cars, which operates opposite the loading side, thus reducing the dangerous features of the old system of having a trip stake on the loading side.

### Saginaw Valley.

The flooring business has improved greatly during the past few weeks. W. D. Young says his firm is running day and night and experiences no difficulty in selling all the stuff put out, and besides it is stocking the Flood mill. W. D. Young & Co. buy some logs and are operating five camps of their own.

It has been cold the last two weeks and conditions for handling saw logs are fine. Operators are making the most of it and some are running day and night.

Kneeland, Buell & Bigelow Company has closed a deal for 15,000,000 feet of timber adjacent to one of its tracts north, and between the two firms now has considerably over 200,000,000 feet. They figure on a cut of 40,000,000 feet annually for ten years, besides stocking the Bliss & Van Auken plant with 8,000,000 feet annually for eight or ten years.

The demand for hardwood timber has been so active that in the lower peninsula it is getting into the hands of a comparatively few large firms. Ten years ago any quantity of hardwood timber could have been picked up at \$5 and \$10 an acre that is now held at \$35 and \$40. Among the largest holders in the lower part of the state are the Kneeland, Buell & Bigelow Company, Wylie & Buell Lumber Company, Kneeland-Bigelow Company, Salling, Hanson & Co., Johannesburg Manufacturing Company, W. H. White Company and F. W. Gilchrist.

The estate of L. Cornwell of Saginaw is putting in about 8,000,000 feet, mostly hardwood, to be manufactured at its mill at Wolverine.

The maple flooring business in Michigan is developing rapidly. Aside from the firms of Bliss & Van Auken, W. D. Young & Co., and the Eastman Flooring Company on the Saginaw River, the Kerry & Hanson Flooring Company erected a new plant at Grayling last season with a capacity of 12,000,000 feet. Salling, Hanson & Co. furnish 12,000,000 feet of stock annually to the Thomas Forman Company at Detroit. The W. H. White Company at Boyne City erected a large plant last season, and the Johannesburg Manufacturing Company expects to erect an up-to-date flooring plant this year. F. W. Gilchrist is turning out a lot of maple flooring at Alpena, and the Haak Lumber Company operates a small plant at Haakwood.

The Gilchrist sawmill at Alpena has been getting a train load of hardwood logs a day, mostly maple, for some time past. The logs are cut on land owned by F. W. Gilchrist on the line of the Detroit & Mackinac, north of Alpena.

Woodworth & O'Malley of Bay City will bring 4,000,000 feet of hardwood logs to Bay City from near St. Ignace, which will be manufactured at the Campbell-Brown Lumber Company's mill.

The sawmill of the Embury-Martin Lumber Company at Cheboygan started sawing for the winter last week cutting hardwood lumber.

The W. H. White Company of Boyne City, promoters of the railroad from Boyne City to Gaylord, which is to be extended to Alpena, now owns 80,000 acres of hardwood timber and is picking up every available tract along the line of the road.

D. M. Kneeland of the Kneeland-Buell & Bigelow concerns has only recently recovered from a severe siege of typhoid fever and has gone to California to recuperate.

F. E. Bousfield, head of the big woodenware plant of Bousfield & Co. at Bay City, has gone to Europe on a pleasure trip. He will be absent four months.

### Grand Rapids.

O. H. L. Wernicke, general manager of the Macey-Wernicke Company, has been elected president of the Lakeside Club. Charles E. Belknap of the Belknap Wagon Company is the new vice president of that organization.

Kent county now has enrolled more than 200 members of the Michigan Forestry Association, and a local organization has been formed with



the following officers: Chairman, C. S. Udell; secretary, John Ihlder; treasurer, H. E. Sargent. Executive committee, Charles W. Garfield, S. M. Lemon, Senator Huntley Russell, Prof. A. H. Holmes, C. S. Burch, Miss Josephine Ranney and Mrs. Sherwood Hall.

The Grand River & Lake Michigan Transportation Company held its annual meeting recently and elected R. W. Irwin of the Royal Furniture Company president. The board of directors includes G. W. Perkins of the Grand Rapids School Furniture Company, R. E. Shanahan of the Bissell Carpet Sweeper Company, A. L. Dennis of Dennis Bros., C. H. Leonard of the Leonard Refrigerator Company, H. S. Jordan of the Michigan Chair Company and C. R. Sligh of the Sligh Furniture Company. The furniture and lumber interests of the city are well represented in the company, indicating that quite a large percentage of the freight shipments made by river boats during the coming season will be furniture.

G. W. A. Smith died recently at his home in Grand Haven at the age of 73 years. Mr. Smith was formerly engaged in lumbering at Montague and had a wide acquaintance among the lumbermen of the state. He leaves a wife and daughter.

The Grand Rapids Broom Company, capital \$25,000, has been formed to take over the business established by H. Leonard & Sons. Ernest L. Buchanan is secretary, treasurer and manager.

J. S. Weidman of Weidman, Mich., is interested with Clay H. Hollister, cashier of the Old National Bank of this city, and other Grand Rapids capitalists in the formation of a stock company, to be known as the Weidman Timber Company, with \$325,000 capital. A tract of hardwood lying partially in Michigan, but mostly in Wisconsin, has been purchased. It is an investment proposition, and the timber will not be cut off at present.

The Compound Door Company of St. Joseph, Mich., has increased its capital stock from \$50,000 to \$80,000.

The Ann Arbor Organ Company will erect a six-story factory at Ann Arbor.

W. H. White and G. von Platen of Boyne City, accompanied by their wives, left last week for California, where they will spend the rest of the winter.

Charles W. Garfield, president of the state forestry commission, spoke on "The Gospel of Forestry" at the state roundup of farmers' institutes held at Lansing on Feb. 22. On the same day Arthur Hill of Saginaw addressed the business men's banquet held at Ludington on a similar topic.

Newaygo is anticipating shipping advantages by river when the bed of the Muskegon has been cleared of its logs.

### Bristol.

James A. Wilkinson left last week for New York, where he sailed Saturday on the Lucania for a six weeks' trip to the leading lumber centers of Europe. Mr. Wilkinson has been shipping stock to Liverpool, London, Glasgow and other lumber markets of Europe for twenty years. He will make a number of large contracts while abroad and visit his foreign representatives personally.

It is reported that the big double band saw-mill of the James Strong Lumber Company, located in South Bristol, erected and equipped by the company in 1902 at a cost of over \$100,000, has been sold, or is about to be sold, to eastern capitalists and heavy owners of timber holdings in this section. It is said that the mill will be operated again by the reported vendee. It is one of the most complete and largest mills in this section and is most advantageously situated.

After weeks of futile search for the body of George C. Luppert, the wealthy young lumberman who was drowned in the swollen tide of

the Watauga River near Butler, Tenn., several weeks ago in an effort to rescue several thousand logs which were about to be swept away, the quest has been given up. Mr. Luppert was vice president of the Luppert Lumber Company, an enthusiastic Hoo-Hoo, and a loyal member of the Bristol coterie of the B. P. O. Elks. His father, Valentine Luppert, is president of the Luppert Lumber Company. The deceased was associated in business with several Bristol lumber concerns.

The planing mill of James Boggs at Lenoir, Tenn., was destroyed by fire last week, entailing an aggregate loss of \$7,500, with \$5,000 insurance.

In the runaway of an engine and cars on the logging road of the Tug River Lumber Company, in Scott county, Virginia, near Horton's Summit, C. M. Ellis, assistant superintendent of the company, leaped for his life and was almost instantly killed. W. H. Buckles, a laborer, made the same leap and was killed, and John Edens, the engineer, jumped from the engine soon after it began the frightful race and suffered a broken leg and internal injuries. The engine and cars stopped two miles from the base of the mountain, having never left the track during the wild run. Mr. Elias was well known in lumber circles and was formerly associated with the Laurel Fork Lumber Company and J. M. McRea.

About 12,000 acres of rich timber lands on Antony and Laurel Creeks, in Greenbrier county, West Virginia, have been purchased from J. H. Bush and others of Washington, Pa., by the Donaldson Lumber Company of Charleston, W. Va. The purchasers have already made arrangements for the manufacture of the stock, and mill sites have been selected and cleared.

The large sawmill, planing mill and appurtenances of Adinson Bros. were almost totally destroyed by fire last week. The loss was complete, as no insurance was carried.

A movement will soon be launched in Bristol looking to the organization of a Lumbermen's Club. There has already been considerable gossip over the proposed club and all are unanimous in the opinion that it would be a great success. Bristol has grown to be a lumber center of no mean proportions and it is believed such an organization would be invaluable to the social and business life of the many lumbermen. The movement will doubtless be given an impetus when started.

W. G. McCain of W. G. McCain & Sons of Neva, Johnson county, Tenn., was in Bristol last week attending the Hoo-Hoo banquet and concatenation. Mr. McCain, J. Walter Wright and others are negotiating a plan to build a railroad from Johnson county through to Watauga county, North Carolina, which will open up vast timber areas.

The Southern Timber & Land Company, with a capital stock of \$50,000, has been incorporated at Petersburg, Va. J. W. Seward of Petersburg is president and H. P. Stratton of the same city, secretary and treasurer.

The F. W. Crane Lumber Company has been incorporated at Morgantown, W. Va., with a capital stock of \$25,000.

The Great Smoky Land & Mineral Company of Knoxville, Tenn., has purchased 17,000 acres of timber lands in Blount county, Tennessee, through H. L. Camp and Thomas N. Prudent.

The C. A. Jones Lumber Company has been incorporated at Smithfield, W. Va., by C. A. Jones, A. H. Candell, W. R. Robbins, R. S. Douglas and Philip Stephen of Clarksburg.

The big mill of the Whiting Lumber Company has been started at Abingdon and is now well stocked with an excellent grade of logs and running regularly to its fullest capacity. The mill is supplied with logs from the company's almost inexhaustible timber holdings in

Johnson county, which are intersected by the Virginia-Carolina Railway.

The John T. Dixon Lumber Company of Elizabethton, Tenn., reports business excellent, with flattering prospects for the spring and summer.

The R. E. Wood Lumber Company is starting a large mill at Tomotla, on the Murphy branch of the Southern Railway in Mitchell county, North Carolina. The company operates a big band mill in Carter county, Tennessee, as well as other extensive operations in western North Carolina and eastern Tennessee.

The J. Walter Wright Lumber Company of Mountain City, Tenn., has incorporated with a capital stock, fully paid up, of \$25,000. J. Walter Wright, a prominent banker and lumberman, and A. M. Scutts, the latter formerly of the John T. Dixon Lumber Company of Elizabethton, Tenn., are at the head of the new enterprise. The company will do a general wholesale and manufacturing business.

A Hoo-Hoo concatenation was recently held in Bristol. Some twenty kittens were initiated, following which an elaborate banquet was spread at Hotel Tip Top. Another concatenation is planned for Bristol soon.

It is stated that within a few weeks a number of new mills will have been placed in operation in and near Bristol, the inception of which will have an effect to alleviate in a degree the scarcity of stock which has been sadly prevalent for some time.

### Cincinnati.

The Kentucky Lumber Company, one of the largest manufacturers of hardwood lumber operating in southeastern Kentucky, has removed its general offices from Burnside to room 507 First National Bank Building, this city. The company has two mills at Burnside and one at Williamsburg and has a capacity of 155,000 feet daily. In addition to establishing the offices here the company expects to secure yards in the west end of the city. Several sites are being considered. Chas. Minshall of Ft. Wayne, Ind., is president of the company. The local offices will be in charge of W. E. Delaney. R. T. McKeen, until recently engaged in the wholesale hardwood business for himself, and R. R. McCracken are his assistants.

W. A. Bennett of Bennett & Witte, in speaking of the proposed change, by Congressional enactment, to the metric system of measurement, to which the Cincinnati Lumbermen's Club is opposed and the Memphis Lumbermen's Club is in favor of, said in an interview: "Twelve inches is a good enough foot for lumbermen. We have always been using that system and I see no reason for a change. The metric system prevails in France, but when we sell lumber to Frenchmen it is by the American system of measurement. England, Belgium, Holland and Germany have different systems than ours, but when they buy from us it is by the 12 inches make a foot rule, and no trouble is experienced as far as measurement is concerned. If Congress adopts the metric system, lumbermen will, of course, use it."

The ice in the Licking river broke on Feb. 14 and for several days property belonging to Cincinnati hardwood firms near the mouth of the stream was in jeopardy, but fortunately there was no serious damage, owing to the precaution taken.

Thos. P. Egan, president of the J. A. Fay & Egan Company, has returned from Cuba, where he spent several weeks with his family. Mr. Egan said Cuba was a prosperous land and that the outlook for its future is bright on all sides. "The conditions for American trade are very good," added Mr. Egan, "but they could be improved by an extension of the 20 per cent rebate granted to imports from this country."

President Wm. Saxro of the Cincinnati Furniture Exchange, to which nearly all local hardwood firms belong, has appointed the fol-



following standing committees: Executive, Jos. Scheid, chairman; Henry Hoffeld and B. H. Kipp. Finance, Paul Schirmer, chairman; E. H. Kuhlman and Wm. Duhlmeier. Transportation, L. Froelich, chairman; Ed. Feuss and Wm. Becker. Messrs. Kipp and Duhlmeier are engaged in the hardwood business. The T. B. Stone Lumber Company has resigned from the exchange.

C. Crane & Co. have secured additional ground adjoining their present plant, which will be used for additional yards.

This early indications are that this city will send a large delegation to the convention of the National Hardwood Lumber Association at Memphis, May 3-4. The Lumbermen's Club is communicating with different railroads regarding transportation to the convention city.

The planing mill of Wm. Schubert, on Home street, near Fourth, was destroyed by fire on Feb. 16. The loss was \$10,000, which was covered by insurance.

L. Murvell of Huntington, W. Va., has secured a tract of timber land near Pikeville, Ky., which he expects will cut 1,000,000 ties. Development will begin immediately.

The Maley, Thompson & Moffett Company will build a two-story veneer dry house shed on Evans street, near Eighth. It will cost \$1,000.

C. F. Korn of the Ferrin-Korn Lumber Company is home from a southern trip. He visited the company's new offices at Memphis while away.

Anton Walter, Jr., of Dayton, Ky., general dealer in hardwood lumber, filed a voluntary petition in bankruptcy on Feb. 20. The schedule shows debts to the amount of \$4,326.15.

M. B. Farrin, president of the M. B. Farrin Lumber Company, left for Central America on Feb. 20. Before returning he will visit the West Indies and other countries. Mr. Farrin was accompanied by Mrs. Farrin. They will be gone about six months.

George Barber of Illingworth, Ingham & Co. was in Chattanooga the middle part of the month on business.

Max Kosse, president of the K. & P. Lumber Company, is in the east visiting various markets. He will come home the early part of March.

Wm. C. and Chas. Duhlmeier of Duhlmeier Bros. are in Kentucky on a buying expedition. They will visit other hardwood producing states before returning.

H. P. Wiborg, president of the Wiborg-Hanna Company, is seriously ill from a complication of troubles, which affected his eyes and nose, as well as ears and throat. He was operated upon and his condition is now such that little fears of his recovery are entertained by his family and friends.

The Kendallville Chair Company, Kendallville, Ind., will erect a factory building and power plant at Peru, Ind., which will cost \$20,000. The plans were made by a Cincinnati architect.

J. E. Mills of the Maley, Thompson & Moffett Company has returned from a trip through Tennessee.

The Ohio Valley Cooperage Company of this city has been incorporated by D. F. Hackett, George F. Helfrich, H. W. Backus, E. J. Howard and W. H. Cobb, Jr. This company was formed to take the place of the partnership which did business under the same name and which was placed in the hands of a receiver the early part of the month, owing to the death of Frank H. Garber.

The Snider-Flaunt Company, of Somerset, O., capital \$50,000, was incorporated last week by Wm. Snider, H. D. Flaunt, Jas. M. Flaunt and Wm. A. Welker.

The People's Lumber Company, of Salem, has increased its capital stock from \$25,000 to \$30,000.

G. A. Roy, a prominent timber land operator of Nicholasville, Ky., was here on business during the past fortnight.

President L. L. Sadler of the Chamber of Commerce has appointed the following committee on lumber for the ensuing year: W. A. Bennett, chairman; Clinton Crane, H. P. Wiborg, T. J. Moffett and T. B. Stone. The duties of this committee are merely nominal.

The National Barrel Company, whose plant at Front and Augusta streets, collapsed recently, has secured buildings at 1022-1032 East Front street, covering one and one-half acres.

Charles C. Eberbach, formerly with the Ault & Jackson Company, of West Sixth street, for whom detectives have been looking for the last five months, was arrested in this city on Feb. 21. He is wanted at Allgood, Tenn., to answer to a charge of stealing \$2,000 worth of lumber belonging to the Ault & Jackson Company. Eberbach is regarded as one of the best hardwood inspectors in this part of the country and at the opening of the last fall season he was sent from Cincinnati by the Ault & Jackson Company to take charge of its Tennessee interests. Eberbach's speculations amounted to considerably more than \$2,000, but the balance was recovered. He will probably return to Tennessee without requisition papers. He has left a wife and three children living at Pomeroy, O.

### Chattanooga.

The Case Lumber Company has recently installed a new sawmill at Boligee, Ala., on a recently acquired tract of 1,000 acres of timber land containing about eight million feet of timber. Five million feet will be cut on the ground, while the remainder, three million feet, will be shipped to the Fowler-Personett Lumber Company's mill at Birmingham, Ala.

The Fowler-Personett Lumber Company is installing a seven-foot band sawmill at its plant at Birmingham, Ala., and making other improvements which will enable the factory to cut 30,000 feet per day.

W. P. Bowman of James Kennedy & Co., Ltd., Cincinnati, O., was among the buyers here recently.

Ferd Brenner of the Ferd Brenner Lumber Company of this city has returned from a month's trip to his mill at Norfolk, Va. He reports business good at both plants.

The J. M. Card Lumber Company recently purchased 500,000 feet of hardwood near Laurel, Miss., as well as about 200,000 feet in middle Tennessee.

### St. Louis.

The Stoneman-Zearing Lumber Company, which recently moved its main offices to St. Louis, is conveniently located in the Frisco building. Geo. W. Stoneman has just returned from the company's mill in the south, where he says there is quite a lot of dry stock on sticks. The mill is running at full capacity.

Chas. E. Thomas and Edward E. Weise of the Thomas & Proetz Lumber Company, this city, have purchased a mill site at Belzona, Miss., on the Yazoo & Mississippi Valley R. R. and the Yazoo River. Included in the purchase are an electric light plant and outfit, a steamboat, and barges. Raymond Brattain, southern representative of the Thomas & Proetz company, will be manager of the new plant. The company will be incorporated for \$25,000, and will be called the Belzona Hardwood Lumber Company.

A. R. Stevens, formerly with John F. Scobee & Co., contemplates engaging in the lumber business on his own account.

Among the recent incorporations in East St. Louis is the Healy Box Company, capitalized at \$50,000. H. A. Russell, Philip Healy and Earnest Taylor are the incorporators.

The Chas. F. Luehrmann Hardwood Lumber Company reports the logging situation at its mills in the same condition as a month ago, with about 25 per cent less logs just now than at the same time last year. This is due, of course, to the bad condition of roads, which

makes logging slow and laborious work. The company looks forward to higher prices on St. Francis Basin red gum.

The Little Lumber Company has purchased in eastern Texas about 875 acres of fine pine lands. In addition to this it has now the Buckner-Pott Saw Mill with a stock of about 265,000 feet of dry sawed lumber. The property is located at Newville in Shelby county.

W. H. Richardson, Jr., of the firm of J. P. & W. H. Richardson, has just returned from a trip in the south, where he closed a deal for 1,000,000 feet of cottonwood. He, like many others, reports a scarcity of dry stock at the southern mills.

The business of the lumbermen in this section is much better just now than they had any reason to expect when the year opened. Demand for most hardwoods is showing activity and prices are strong, with the tendency upward on almost all kinds of lumber.

J. C. Vaughn of this city has gone to Memphis to take charge of the sales department of the E. Sondheimer Company.

A. M. Beckers has retired from his position as manager of the A. M. Beckers Lumber Company, and is succeeded by Chas. Beckers, who has been identified with the company for many years.

A St. Louis office has been opened by the American Wood Working Machinery Company, under the management of Harry Vaughan, who has for the last three years been connected with the Chicago office of the company. Mr. Vaughan is a practical woodworking machinery man of pleasing address, and has begun his labor in this field with characteristic earnestness.

Geo. L. Smith, surveyor-general of the National Hardwood Lumber Association, was a welcome visitor to the city recently, and made quite a round among the trade while here.

### Ashland.

W. R. Vansant of the W. R. Vansant Lumber Company, is in the east on a business trip.

Chapman Fry of Central City, W. Va., has purchased 5,000 acres of timber land in Clay County and has a large force of men getting out the timber, which will be converted into ties.

John H. Fraley, W. M. Candill, John B. Kelly of Morehead and Hall Bros. of Carter County, Kentucky, have incorporated a new lumber company, with \$25,000 capital. They have purchased 100 acres of land in Pike and Floyd counties and will erect a stove and lumber mill.

A car load of poplar lumber belonging to Vansant, Kitchen & Co., ready to ship east, was destroyed by fire one night recently on a C. & O. siding.

E. M. Hampton is in from a trip through Tennessee and Kentucky.

Harry J. Gott of H. H. Salmon & Co., New York, visited Ashland lumbermen recently.

O. F. L. Beckett is spending several weeks at DeFuniak Springs, Fla.

P. P. Pinney of the Union City Lumber Company was here last week en route to Rothwell, Ky., to look after the company's holdings.

A. M. Marcus of Milton, W. Va., is running a big timber job in Pike County, Kentucky. He has fifty men employed and Jas. A. Walkenshaw of Huntington, W. Va., is in the office.

The Ashland Lumber Company is busy giving the mill a complete overhauling in preparation for the spring work. A quantity of new machinery has been installed, including a band resaw, band rip saw and edger. This company reports a good year, with bright prospects ahead.

Hon. C. Breck Hill of Winchester, Ky., has removed his family to Huntington, W. Va., in order to be near his coal and timber lands, in which he is associated with J. C. C. Mayo. Mr. Hill is speculating extensively in the wild lands of eastern Kentucky and West Virginia.

W. E. Berger has returned from a very successful trip through the east, for the W. H. Dawkins Lumber Company.



E. H. Rardin, president and general manager of Rardin Bros. Lumber Company, Athens, O., was among the week's visitors.

W. L. Watson is in from Mahan, W. Va., for a few days.

W. H. Dawkins is looking after his firm's timber interests at Hamlin, W. Va.

Albert Steinbach of the Northern Lumber Company of New York visited the local market recently.

### Nashville.

Nashville and the John M. Smith Lumber Company of this city can lay claim to whatever credit there may be coming from the launching and unearthing of one of the biggest sensations in lumber circles in recent years. Not many days ago the Cumberland Lumber Company of Nashville filed a bill in the Chancery Court of Davidson county at Nashville seeking to recover certain lumber that had been sold to the John M. Smith Lumber Company. A check for \$505.43 was given by the John M. Smith Lumber Company in payment, drawn on the American National Bank of this city. The bill alleged that when the check was presented there were no funds to meet it. The Cumberland Lumber Company stated in its bill that the John M. Smith Lumber Company was insolvent and that had such fact been known no lumber would have been sold it. Almost simultaneously with the bill in the Chancery Court an involuntary petition was filed in the Federal Court at Nashville against the John M. Smith Lumber Company, by certain of its creditors. It developed that this petition was really filed at the instance of John M. Smith himself, and Mr. Smith made the following statement about the matter:

"The proceedings in bankruptcy were instituted at the instance of myself and the board of directors. I learned some ten days ago that there was something wrong. As far as I have been able to ascertain the present assets of the company are about \$200,000. Its genuine liabilities are about \$80,000. In addition to this, paper purporting to be the notes of the company, is held by parties to whom it has been delivered, to the extent of \$250,000 to \$300,000. Some of these notes have been falling due for the past week or two. They are without the authority of the company and the company does not owe them, nor did I have any knowledge of their existence. Practically all of them were discounted, as I learn, by the F. E. Creelman Lumber & Manufacturing Company of New Orleans, F. M. Creelman of Chicago, F. E. Creelman Lumber Company of Calro, Ill., and the Florida Lumber Company of Montgomery, Ala."

Shortly after the filing of the replevy suit in Nashville and of the petition of involuntary bankruptcy, developments came thick and fast for the Creelmans, F. M. Creelman being interested in the John M. Smith Lumber Company of Nashville. Receivers were named for the various institutions owned by the Creelman interests and as a crowning feature of the financial climax a receiver was appointed for the F. E. Creelman Lumber & Manufacturing Company of New Orleans, with a capital stock of \$1,000,000. Illinois creditors of the concern filed a petition in the Federal Court at New Orleans, alleging that the company owed \$1,000,000.

The John M. Smith Lumber Company was organized in Nashville several months ago with a capital stock of \$125,000. The original incorporators were John M. Smith, F. W. Pettibone, B. L. Perkins, H. C. Card, W. B. Leech, W. T. Crotzer and Harold Patterson. Shortly after this F. M. Creelman of Chicago became interested in the firm and W. G. Ramshaw of Chicago came to Nashville to become treasurer of the company, and to look after the Creelman interests in the John M. Smith Lumber Company. A few weeks since, Mr. Smith, not finding what he thought was a sufficient amount

of cash on hand at the disposal of the John M. Smith Lumber Company, began an investigation, and he found that a large amount of accommodation paper, bearing the signature of Mr. Remshaw as treasurer, had been issued to the various Creelman interests. It is said these notes soon began falling due at the rate of several thousand dollars a day, and that the reason the John M. Smith Lumber Company did not go into bankruptcy was on account of its inability to secure a correct list of its debts, as new ones bobbed up each day. It is understood that F. E. Creelman has agreed to take up all the accommodation paper involving the John M. Smith Lumber Company, and Mr. Smith will keep him to this promise. Mr. Remshaw, treasurer of the John M. Smith Company and representative of the Creelmans in Nashville, left the city shortly after the John M. Smith Company litigation was inaugurated.

The Nashville Spoke Company has opened a receiving yard at Gallatin, Tenn. The company will place lathes there to turn out high grades of carriage and automobile spokes for the Eastern markets.

The Flanders Lumber Company of Roane county has been incorporated with a capital stock of \$10,000. The incorporators are C. P. Flanders, D. O. Harris, S. C. Brown, R. B. Cassell and A. S. Dunham.

The Joseph Sheffer Lumber Company has been chartered at Nashville with a capital stock of \$25,000. The incorporators are Henderson Baker, Joseph Scheffer, William Scheffer, W. H. Cooper and T. I. Webb, Jr. The company will erect a planing mill on First avenue and Taylor street.

Robert Vernson of Norman Lumber Company of Louisville was here last week. He made extensive purchases of oak along the Southern Railway.

The well-known firm of Love, Boyd & Co. has arranged to take annually the entire output of the Clarksville Hardwood Lumber Company, a new organization in which several Nashville men are interested. The contract will amount to about a million feet annually and will represent a consideration of about \$40,000 to \$50,000.

The Southern Lumber & Box Company has decided to spend about \$40,000 in the erection of a hardwood mantel factory. A substantial building is to be erected adjoining the present box factory of the company. It is believed there is a good opening here for such a plant as not many firms have manufactured mantels in Nashville heretofore, the bulk of such finishing articles having been shipped here.

J. O. Kirkpatrick & Son will enlarge their planing mill and shop, increasing their output one-third. About fifty more men will be employed. The plant is devoted exclusively to building trade work, and is one of the largest of that character in the state. The month of January, 1906, of this firm quadrupled its business for that period of 1905. The company has about 6,000,000 feet of lumber on hand and is getting in about thirty cars a week.

The offices of George C. Brown & Co., wholesale lumbermen of Nashville, and of McMinnville, Tenn., were moved to Nashville last week from McMinnville. The company does about \$400,000 worth of business a year.

The saw and planing mill of Williams Bros. of Murfreesboro, Tenn., has been destroyed by fire. The loss is estimated at about \$6,000, insurance about half that sum. Some of the lumber stacked in the yard was saved.

Two of the most important committees of the Nashville Board of Trade are those of Transportation and River Improvement. John W. Love of the firm of Love, Boyd & Co. has been appointed a member of the former committee, and Gen. Gates P. Thurston, president of the Prewitt-Spurr Manufacturing Company, is a member of the latter.

The day back of the American Lead Pencil

Company at Lewisburg, Tenn., caught fire a few nights ago and burned for more than twelve hours. By good work of Nashville and Lewisburg firemen the complete destruction of the plant was avoided. The kiln contained about two carloads of cedar pencil slats at the time of the fire and about half of this amount burned. The loss of \$1,200 was covered by insurance.

Phillips & Co., merchants of Third avenue North, have decided to devote most of their business to handling hardwood mantels. The floor space of five stories will be given up to this purpose. On the first floor will be a show room, in which there will be 125 samples. The other floors will be for warerooms and storage of materials.

The railroads are doing considerable development of timbered regions east of Nashville. The Overton County Railroad is now nearing completion and a survey is soon to be made from Sparta to Cookeville, one point being on the McMinnville branch of the N. C. & St. L., and the other on the Southern Railway. This road would pass through rich timber regions. In addition, a railroad is planned between Maryland and Jamestown. The Tennessee Land & Coal Company owns 40,000 acres of timber lands between these two points.

Much valuable timber land is reported to have been ruined by forest fires that have been raging near Charlotte, Tenn., in Dickson county during the past two weeks.

The Nashville Board of Trade is trying to land for Nashville a new woodworking plant to manufacture wooden money drawers, etc. Representatives of such a company have visited Nashville and have held conferences with local lumbermen with this in view.

The Arthur Hardwood Lumber Company of Shelby county has filed an amendment to its charter, increasing the capital stock from \$50,000 to \$100,000.

Daily bulletins are being received from Rock Ledge, Indian River, Fla., from John B. Ransom and Millard Fillmore Greene, who are fishing in the peninsular state. They report great sport and they swear that they bring in a boatload of fish every night.

Robert Jordan's sawmill at Graysville, Tenn., exploded a few days since, wrecking the plant and killing a son of the owner.

At their bimonthly meeting the Nashville Carriage Makers' Association discussed "Tire Setting and Shaft Work." At the next meeting on March 6 "Woodworking" will be the subject discussed. The association is growing rapidly and its members are deriving much benefit from meetings.

E. M. Spears, a prominent lumberman of Rogersville, Tenn., died last week as the result of a stroke of paralysis. He had large lumber interests at the time of his death.

Master Mechanic R. J. Turnbull, Supt. A. H. Egan and Roadmaster F. L. Thompson of the Louisville division of the Illinois Central have perfected a new device for loading cross ties on flat cars. It consists of a portable engine and boiler with a portable skid incline. The skid will be fitted with an endless chain with projections at regular intervals. The apparatus is set up where there are many ties to load. The ties are placed on the chain and carried to the car where they are dumped, a man on the car stacking them. The road has about 50,000 on this division alone and will use the machine constantly for stacking them in lots ranging from 30,000 to 50,000.

Chief A. A. Rozetta of the Nashville fire department has been presented with a check by the American Lead Pencil Company of Lewisburg, Tenn., as a token of the company's appreciation of his assistance in the recent fire that came near destroying the plant of the company.

### Memphis.

W. R. Barksdale, president of the Lumber-



men's Club of Memphis, and C. M. Kellogg, formerly connected with the local office of the Dudley Lumber Company of Grand Rapids, Mich., have formed the Barksdale-Kellogg Lumber Company, which will engage in the wholesale handling of hardwoods. The company is formed primarily for the purpose of handling the output of the four mills which have been operated for some time in Mississippi by Mr. Barksdale.

Taylor & Hunter, a partnership firm, is erecting a 40,000-foot band sawmill near Stoneville, Miss., and proposes to have this in operation within the next sixty days. The firm is composed of A. P. Taylor, who was a visitor in Memphis this week, and Walter Hunter. The mill will be four and one-half miles from the Yazoo & Mississippi Valley R. R. and a branch line is being built to connect therewith.

James Applewhite, vice president and general manager of the Chickasaw Cooperage Company, and George M. Brasfield, president of the Memphis Stave Manufacturing Company and other local capitalists, have purchased 10,000 acres of hardwood timber lands in Quitman County, Mississippi, near Belen. It is within six miles of the Lake Cormorant Branch of the Yazoo & Mississippi Valley R. R., and a branch line running from Crenshaw, Miss., is now being surveyed through the tract, with the result that the purchasers believe they will be able to make a handsome profit out of the investment. They have already had some tempting offers for the land.

One of the largest deals in cottonwood ever recorded here is the reported sale of 7,000,000 feet of this lumber for delivery during the next twelve months by the Paepcke-Leicht Lumber Company, Tennessee Trust building. The name of the purchaser and the price at which the deal was consummated are both unknown.

The Crane Company, Memphis, St. Louis and Chicago, dealers in mill supplies and machinery, has purchased a site in North Memphis for the erection of a large warehouse and other buildings. The price paid for the property was \$14,000, while the buildings will, it is estimated, cost about \$125,000. The company proposes to make Memphis its distributing center for the southeast, south and southwest. The deal for the local site and the buildings was concluded by Albert Webb, manager of the St. Louis office of the company.

The Max Koppel Catering Company, in which a number of local lumbermen are interested, and which has established a well appointed and thoroughly up-to-date cafe and restaurant in the basement of the Planter's building, had its formal opening a few nights ago, when a banquet was tendered the stockholders, more than 150 in number. Max Sondheimer, secretary and treasurer, acted as toastmaster and quite captivated the Memphis contingent by his easy and graceful manner. Mr. Sondheimer is of the opinion that lumbermen who live in Memphis as well as those who come here from other cities are entitled to a "square meal" every day in the year.

Another new company in which a number of lumbermen are directly and indirectly interested, is the City Bank, which has been organized with a capital stock of \$250,000 and which opened its doors for business last week. The deposits the first day were very large and they have been coming in steadily ever since.

The American Car & Foundry Company, through its branch plant at Binghamton, a suburb of Memphis, has just completed shipment of 275 box cars to the Panama Railroad. The order, received some time ago, was for 500 cars and the remainder will be shipped just as soon as they have been completed. The company has a number of orders on hand and is doing an excellent business. It is one of the largest woodworking companies in this city and draws largely on the hardwood lumber supply of this section.

Dispatches received here state that the St. Louis Southwestern (Cotton Belt) Railroad, which runs out of Memphis to the southwest, has let a contract for the erection of a car factory at Pine Bluff, Ark., for the manufacture of cars for both freight and passenger service. It is estimated that the structure will cost \$250,000 and that it will be ready for operation within the next four or five months. The establishment of this plant will necessitate the doubling of the force of the company at that point.

John H. Cronan, a hardwood dealer of Cairo, Ill., was here a few days ago.

The Illinois Central is making surveys and securing right of way for its new line from Corinth, Miss., to Jasper, Ala., where connection will be made with the Frisco system, over the rails of which the Illinois Central will enter Birmingham. This new line will open up a rich section of timber country and will prove an important factor in the development thereof. The line, it is said on official authority, will be in readiness for operation within a year.

John N. Penrod, "the walnut king," was in Memphis a few days ago. He has returned to his headquarters at Kansas City.

C. R. Palmer of the L. H. Gage Lumber Company of Providence, R. I., is in Memphis and will remain at the local offices here for some time. It is not yet decided whether he will remain here permanently or not.

Warder C. Victor, who has been with Bennett & Witte of Cincinnati for some time, has been transferred to the Memphis office of the company, where he will be assistant to George C. Ehemann.

S. C. Major of the S. C. Major Lumber Company has returned from Arkansas where he has been looking after the interests of that company.

#### Knoxville.

T. H. Rose of the D. M. Rose Lumber Company, has just returned from a trip up the French Broad river, where he purchased several thousand feet of logs. The Rose company has begun an enterprise which will undoubtedly be a success. A large area of land just east of this city has been leased on which cottages will be erected for logmen. At this season of the year, and in fact until June, hundreds of logmen come to this city from the Holston and French Broad every week with large rafts of logs, and all who bring down logs for this company will be given free quarters in the cottages that are being erected.

The demand for hardwood of all kinds is very active in Knoxville and vicinity. The amount of building that is being done is heavier than for many years at this season of the year. Prices are still high for lumber of all kinds, but the building craze is such that the buyer is glad to pay the prices. Knoxville has seen a wonderful growth in population since the incoming of the Louisville & Nashville railroad and the extensive building is the result.

Robert Vestal of the Vestal Lumber & Manufacturing Company recently returned from an eastern business trip. He is vice president of the Knoxville-Maryville Electric Railway Company, which is projecting a line between this city and Maryville, and as the line will pass his lumber mills at Vestal, a great convenience, he is giving much of his time to this enterprise. The finishing department of the Vestal Lumber & Manufacturing Company will be run day and night during February and March, to handle its steadily increasing business.

J. M. Logan of the Logan & Maphet Lumber Company is back from London and Roane counties, Tennessee, where he has been buying large quantities of lumber of all kinds to supply local trade.

#### Louisville.

Edward L. Davis & Co. have purchased an interest in the J. L. Berry Saw Mill Company of this city, which will hereafter be known as

the Berry-Davis Saw Mill Company. Edward L. Davis will look after the selling end of the business for both E. L. Davis & Co. and for the Berry-Davis Sawmill Company. J. E. Davis will give practically all his attention as heretofore to looking after timber buying and other affairs at the mill end of the operations of E. L. Davis & Co. The yard and offices of the two concerns will be combined, so to speak, but their business affairs will be conducted separately. Speaking of hardwood conditions Mr. Davis says that business is very good and reports that four days recently brought in mill orders amounting to approximately \$20,000, and a very pleasing feature about this is that about \$15,000 of it was for quartered oak.

The W. P. Brown & Sons Lumber Company reports the hardwood trade in fine shape. One of the boys has just returned from quite an extensive trip north, during which he accumulated orders enough to keep the company busy for two months at least. The largest sales were in oak and ash, red oak being quite prominent and quartered stock a feature. Plain red and white sell readily at pretty good prices, and with ash it is only a question of getting enough to supply the market. Poplar is improving and the concern is now able to get better prices for it, not only for low grades, but for uppers.

The Stotz Lumber Company is setting a pretty strenuous gait in its hardwood department these days and finds trade very satisfactory. It opened a yard here some time ago and has one at Hohenwald, Tenn., and other places, where stock is assembled for convenience in filling mixed orders and making rush shipments. Among recent contracts for stock to be handled through the Hohenwald, Tenn., yard is the output of the Theodore (Tenn.) Lumber & Implement Company, which it is estimated will run 3,000,000 feet during the year of poplar, oak and chestnut.

J. F. Gerlicher of the Theodore (Tenn.) Lumber & Implement Company, who was in Louisville a few days ago, says the roads there are in better shape than they have been any time this winter. It goes without saying that this helps materially to make things lively in the woods, as mill men as a rule are taking advantage of these conditions.

Clarence R. Mengel of the C. C. Mengel & Bro. Company is in Central America where he is completing arrangements to increase receipts from British Honduras. This will bring the company's output up to an average of a cargo a month which will arrive at New Orleans.

#### Minneapolis.

W. H. Sill of the Minneapolis Lumber Company, who is also interested in the Ruby Lumber Company of Ruby, Wis., says that the thaws this winter have improved the roads, settling the deep snow and making the ice roads firmer after they freeze. They are putting in a good stock of logs, and are running both mills at full capacity. They find the market rather better than usual at this dull season of year.

F. J. Lang, representing the Wisconsin Land & Lumber Company of Hermansville, Mich., who is making temporary headquarters in this city, has issued a booklet descriptive of the company's I. X. L. flooring. In this it is stated that Michigan's supply of hard maple timber will be practically gone in a few years and that advancing prices are inevitable in this product. Mr. Lang says the company will get out something over 20,000,000 feet of hardwood logs this winter, chiefly maple and birch, but with some basswood, pine and hemlock. It will also put in a big stock of cedar posts and poles, shingle bolts, cedar and hemlock ties, and spruce for pulpwood.

C. F. Osborne of Osborne & Clark, local wholesalers, says business is much better with them than usual at this time of year. The retail yards are still buying in fair quantities, and the factories are enjoying a much heavier season than usual. The furniture people had



a very brief shut down and are having a good trade. While all the factories are buying conservatively, they are in the market right along for small orders. D. F. Clark of the same firm has returned from a short business trip to Chicago.

F. H. Lewis has moved his office to 710 Lumber Exchange, where he is carrying on his wholesale business in hardwoods, pine and hemlock. Mr. Lewis has gone into partnership with J. F. Barnard under the name of F. H. Lewis & Co., with offices at 437 Lumber Exchange, for handling west coast products. They will make a specialty of large bills for railroad work and of Idaho cedar poles.

P. W. Strickland, who was formerly associated with A. H. Barnard in the firm of Barnard & Strickland, which dissolved Jan. 1, has gone to Rock Island, Ill., to take the position of manager of the Rock Island Sash & Door Works.

W. F. Buswell has returned from a visit to the new plant of the Buswell Lumber & Manufacturing Company at Buswell, Wis., which is now in operation and turning out hardwood lumber at a lively rate. It has a good supply of logs, in spite of the soft bottom and deep snow.

W. O. Barndt has returned from a trip of inspection to the mill of the W. O. Barndt Lumber Company at Tripoli, Wis., which is busy sawing hardwoods and hemlock. On account of unfavorable conditions in the woods the company has not as good a log supply as usual, and Mr. Barndt says the production will be curtailed considerably in all that section.

E. Payson Smith of the E. Payson Smith Lumber Company is recovering his strength slowly from his recent illness, and expects to make his deferred trip to Alabama in a week or two. A. S. Bliss of the same company is going about with one foot in a plaster cast, having sprained his ankle in a gymnasium. Mr. Bliss says they are enjoying a good demand, and it is mainly a question of getting stock. The car situation still troubles them considerably on southern stock. Gum is enjoying a revival, and they have been doing a good business in that wood.

### Indianapolis.

George Shelby & Son will begin the erection of a planing mill and furniture factory at Crawfordsville, Ind., just as soon as spring sets in. The factory will be brick, two stories high and equipped with modern machinery for

the manufacture of writing desks, cabinets and furniture of similar character.

Articles of incorporation have been filed for the Root Furniture Company of Shelbyville, Ind., with a capital stock of \$15,000. The company will soon erect a factory at Shelbyville. The three directors are Hiram J. Root, Albert H. Kahn and Julius Joseph.

The Greer-Wilkinson Lumber Company of Fort Wayne, Ind., has just purchased the J. P. Martin planing mill plant at Petersburg, Ind. By the purchase Greer-Wilkinson now controls every planing mill in Pike county, of which Petersburg is the county seat.

C. C. Foster, president of the Foster Lumber Company of Indianapolis has just been appointed secretary of the Indianapolis Employers' Association to succeed Frederick E. Matson, whom Mayor Bookwalter appointed city attorney.

The sawmill, planing and veneer mill owned by F. M. Brockman & Co. of Indianapolis was recently damaged by fire to the extent of \$5,000. A much heavier damage was prevented by the working of an automatic sprinkler which had been installed in the factory for fire emergencies.

The saw manufacturing plant of E. C. Atkins & Co., one of the biggest manufactories of the Hoosier capital, has just been doubled in capacity. This concern already has branch offices in many cities throughout the country, and the total volume of the company's business amounts to a very large figure annually. The motto—"Atkins Always Ahead"—is recognized by the trade as accurately locating the Atkins product at the head of the procession, due to the combination of practical ability, activity, acumen.

Several Indianapolis hardwood lumbermen were caught in the recent assignment by the Becker Table Company. As the company had been running behind for some time past, it was decided to make a formal assignment to protect present assets. It is not yet known just how much will be realized for the creditors.

The W. E. Conroy Lumber Company of South Bend, Ind., has discontinued business. W. E. Conroy has become secretary and general manager of the Memphis Column Company, a new organization at North Memphis, Tenn., engaged in the manufacture of wooden columns for building purposes.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### Chicago.

There are no important features to note in the Chicago market. The flooring makers are fairly well supplied with material, but are still snapping up round lots of maple where the price looks good to them. The furniture and interior finish people are still generous buyers. The volume of trade is considerably above normal and every prospect is for a continuance of this condition. With the increasing values of southern woods the northern forest products are having their turn and advance orders are being placed for more birch and basswood than ever before in the history of the trade. Plain oak is still the most sought for item in the market.

### New York.

The hardwood trade in the metropolitan district is meeting with a ready sale, with the prices of most of the common and thick maple. The dullness in maple is attributed to overstocking of the market and to the fact that the price of the wood is not as good as when prices had above a certain level. It is current

rumor that the market is being a good opportunity by not having in supplies of basswood at the present prices as stocks are not plentiful and the present dullness is an obviously short-lived one. Plain oak continues scarce and very stiff in price, particularly the better grades. A point of interest to shippers of plain oak is that the drift of the market seems to indicate that shippers are afraid to ask full value for common. It is appreciated that there is a greater production of common than better, but viewed from the standpoint of supply and demand, common should hold a little stiffer. Shipping cull oak is moving very briskly and is bringing the highest prices ever known.

Poplar is improving, a good deal of stock is moving and prices are gaining steadily. Ash, in the better grades, is in stiff demand at firm prices, while the lower grades are stationary. Dry red birch is scarce, with the demand increasing. The growing use of mahogany is having a very beneficial effect on the demand for birch, and it is destined to occupy a commanding place in the local market in a very short time. It is plentiful in supply, so far as standing timber is concerned, and there is a good deal of it within easy reach of the eastern markets, and it would pay the enterprising mill man to give its production more attention.

Chestnut is scarce and the demand active for all grades, at good prices.

### Boston.

A very perceptible improvement is reported in the hardwood market over that of a month ago. The tendency toward higher prices has caused many consumers, as well as wholesalers, to make preparations to contract ahead for large supplies. Mills are for the most part not anxious to tie up their product in long-time contracts, as they naturally wish to be free to take advantage of the higher prices, should they come.

Dry stock is not in large offering. While wholesalers still complain of a car shortage, this trouble is not as bad as it was. Export demand is moderate.

The demand is not confined to any particular class of consumers. Car manufacturing plants are in the market and interior finish and door manufacturers are buying. A fair demand is also reported from furniture manufacturers. Business in plain oak is in excess of the offerings and prices are very firmly held. Thicker stock is very scarce and stiff. The trade continues to report improvement in the call for quartered oak. A good demand is reported for ash. Michigan brown ash is firm and Indiana white ash is also strong.

Cypress has developed additional strength. There is a decided tendency toward higher prices and some wholesalers are already asking an advance, claiming that their shippers will not fill orders at prices accepted by them a month ago. One mill has withdrawn quotations. Whitewood is also firmly held. The demand for the latter is fair, with more activity in the better grades. Boston architects are showing red gum more attention than ever before. One of the largest firms has just specified red gum for the first time and states that if it comes up to their expectations they will use it extensively. Maple flooring is in request and prices are well held.

### Baltimore.

The exceptionally favorable condition of the hardwood trade which has been prevalent here for many months past continues, and dealers as well as manufacturers feel highly gratified over the outlook. Not only are stocks in active demand, though the sharp advance in prices might well have the effect of restricting the inquiry, but lumber is reaching the market freely and the volume of transactions is very large. All the hardwoods are active, and the general tone of the trade is strong. Oak, of course, takes a prominent place. The open winter has enabled the larger mills to make comparatively large quantities of lumber. But the demand has been equal to the output, and while no actual scarcity of stocks is reported at the present time, the output of the mills is promptly taken up. The competition at milling points continues sufficiently active to prevent accumulations, and serves to keep quotations at top-notch figures. Good stocks are always in demand, though the common grades are fairly plentiful and can be obtained at prices that must be considered moderate. There is every indication, however, that the requirements of the trade will be sufficiently large to absorb the production, stimulated though it has been by the large returns. Manufacturers as well as the dealers are preparing for a busy season.

The improvement in the export situation grows more pronounced. Exporters report a quickened inquiry abroad, attributable to the growing conviction that the high prices asked are not arbitrary, but rest upon a solid business basis. Those foreign brokers who have visited the United States during recent months were able to satisfy themselves on this point, and they have acted somewhat in the capacity of missionaries since their return home. As a consequence, the foreign market has gained in



strength and the prospects are in the main reassuring.

Ash and other woods are going forward in fairly large quantities, while the local state of affairs is entirely satisfactory. The domestic inquiry for walnut continues and has helped to strengthen values for this wood abroad. Stocks are about large enough to meet the requirements of the trade and the better grades of lumber and logs are disposed of without the slightest trouble. The local demand for mahogany appears to be unabated. Its comparative cheapness tends to keep it prominently in the foreground. The car question is much improved and shipments can be made with a fair degree of promptness. Altogether, hardwood conditions are very encouraging.

#### Pittsburg.

The hardwood situation in this city is improving. Both inquiry and the class of buyers are indicative of a strong market this spring. Salesmen on the road throughout the Greater Pittsburg district report very bright prospects for spring building and a disposition to buy strong among the yard dealers. There is a very active demand for No. 1 hardwood from the New England manufacturers as well as from the furniture factories over the country. Since February 1 several wholesale firms note a decided increase in this trade, which is in many ways the most satisfactory branch of their business. The number of high class residences, store buildings and repair work scheduled for early erection is evidence that there will be a good midyear market for the better grades of hardwoods. Railroad and street railway companies are still holding off a little in their purchases owing to the bad weather, but their plans already announced show that they will be large buyers of heavy hardwood in the spring and summer. All this leads lumbermen here to expect much heavier demands than last spring.

Prices are strong, with advances expected in the near future. Manufacturers who have run short on their year's supply are trying to replenish at extra prices and are also placing larger order for next season on account of their unfavorable experience this year. Oak is selling well, especially the higher grades, and chestnut has been a strong factor in the local trade for two weeks. Maple flooring holds a good place in the lists with the bulk of orders increasing. Finishing woods are in better call than for several weeks. The hardwood mills of Western Pennsylvania are having the most prosperous year of their history for they have only to name their price and state what they have to get a customer at their plants. Dealers in ties and poles are holding up a little with a view to getting better prices when the better weather brings construction work to the front. Birch, walnut and hickory are being sold in minor quantities at good prices, and ash has been quite a leader in the market this month. The local yards are beginning to stock up more heavily with hardwoods, as they see the early demand for a large quantity of first-class building lumber.

#### Buffalo.

Hardwood dealers are doing well all along the line, with every prospect of a better year than last. Prices are generally strong and the demand is steadily improving. There have not been the recent big advances in hardwood prices as in pine, so that there is little fear that they will topple over, as may happen to pine if anything goes wrong with business generally.

In fact there is complaint that the prices, especially of oak, are not as high as they should be, considering the big prices paid for logs and the growing scarcity of timber. Chestnut, so long a popular substitute for oak, has come up to plain oak in price, and being now scarcer than oak it can no longer stand in the

way of the oak trade. Supplies of birch will never again be plentiful. Though slow in coming into favor, birch is now a very popular wood and hard to get.

There is a little stir in basswood, the big surplus seeming to have disappeared, but some time must elapse before basswood will be back in its old place again. The dumping of so much Michigan maple on the Buffalo and Tonawanda markets is still felt and though there seems to be less surplus this year, the prices remain low. Ash is a good seller always, with black ash only an occasional visitor. Cherry and walnut are always in demand and somehow manage to be in pretty good stock for scarce woods.

Poplar continues to improve slowly, with no prospect of running very high, though the supply is not large. There is a good demand for cypress and those who hold gum and cottonwood are doing well with them, though northern trade in these is limited.

The rapid advance of hemlock has set some hardwood mills to offering various cheap hardwoods, such as beech and sound-wormy chestnut for dimension stuff and it appears that norway pine is being picked up for the same purpose, though that is now pretty high.

#### Cincinnati.

The hardwood market in the past two weeks has exhibited further improvement. Offerings, as a rule, have been very light in stock ready for shipment and business has been handicapped to some extent in consequence. Prices have been firm in every direction, with the tendency higher because of the limited supplies of dry shipping lumber. The export trade is showing signs of increased activity, although no large orders have been received so far with the bulk of business from this source confined to quarter sawed and plain oak. The domestic demand has been fairly well distributed among the different classes of hardwoods, with possibly plain red and white oak in one or two inch thicknesses attracting the greatest attention. Stocks in both these items show further depletion and holders are not pressing the market; on the contrary, they seem disposed to hold their stocks, as values are constantly growing stronger. Spoke and handle manufacturers have been liberal purchasers of ash, in nearly all grades and thicknesses, and business has been on a greater scale than usual at this season of the year. The request for cypress has been urgent and as dry stocks are low this wood has had a firm undertone. The supplies of cottonwood have not been increased and with the demand broadening higher prices seem inevitable. Firsts and box boards have been features in this connection. Red gum is meeting with fair absorption and there has been firm maintenance of prices. Poplar continues to work into a better position each succeeding day. High grade and common and culls have sold equally well.

#### Detroit.

Hardwood market conditions in Michigan have improved somewhat during the past thirty days, but not to the extent they seem to have done in some other sections. One peculiar development of the remarkable demand for building material of all kinds has been the introduction of hardwood hearts for bill stuff. One large firm in Bay City is having such stock manufactured and is shipping it into the state for framing purposes. One of the larger Detroit concerns has also opened up quite a trade in the same class of material. A Bay City firm has sold all the cull beech and maple it will produce this season to one of the box factories for shooks. This latter is a market which hardwood has reached only to a very limited extent heretofore.

The result of the above tendency has been a firming up of the market on hardwood culls, there having been an advance of from 50 cents

to \$1.50 at mill points. Dry stocks of basswood have been very largely consumed, and prices have advanced. There seems little doubt that basswood will, within the next few months, sell at as high a figure as two years ago. Most other hardwood items remain about stationary in price and demand, except thick maple, which is in somewhat better request, and most holders have marked up prices a little.

#### Saginaw Valley.

The hardwood market is strong. Stocks of dry lumber are not large, and as many of the sawmills are not in operation in eastern Michigan there is no accumulation of stock. A number of manufacturers have contracted a good portion of their stock for months ahead. Last spring maple was slow and somewhat weak, but at present it is active at an advance of a dollar a thousand and millions of feet are sold ahead, some manufacturers having contracted all they will cut this season. Basswood is also doing much better and large blocks of it have been contracted for to be cut. Ash and oak are scarce commodities in this region and have always been firm with a good demand. Beech is looking up some and the little birch on the market is stronger. There has been depression in the cooorage business incident to overproduction during the past year and this has caused more elm lumber to be manufactured and hence that commodity is rather slow.

The weather has been favorable for handling lumber, and cars have been more plentiful since the beginning of the year. Dealers and manufacturers are in a hopeful state of mind and believe the year is going to be a good one for the trade.

#### Ashland.

Demand for all grades of lumber is exceptionally good for this season of the year. Stocks are badly broken, and nearly all of the mills in this section are refusing orders for straight carload lots. There does not seem to be any contention as to prices, and if one has the stock he can get his own figures.

Firsts and seconds poplar are very scarce, the supply considerably below the demand. Firsts, seconds, saps and selects are moving right along at new list prices. No. 1 common is moving much better than thirty days ago.

The winter has been unusually open and mild in consequence of which there has been more building than has been known for years and there is large demand for all kinds of building materials.

#### St. Louis.

The hardwood market at this point is distinctly stronger than two weeks ago. Demand shows some improvement, principally in oak and ash, and prices are much firmer on nearly all the leading hardwoods. Ash is in better request. Poplar is coming into its own again, and holders of choice stock expect a good call for it in the early future. Gum has lost none of its grip on buyers' favor, and is steady in the matter of price. Quartered red oak is figuring more largely in the sales account, and is being substituted for white oak in places where the users considered the prices of the latter prohibitive. Cottonwood is in improving demand, in all grades, and is strong as to values. Quite a number of the larger buyers are now coming into the market, and there is every indication of a brisk spring trade.

#### Bristol.

Trade conditions in Bristol and territory tributary thereto are very satisfactory, and it is declared by prominent wholesale dealers and manufacturers that business is better now than at any time within the past two months, and that prospects for even better conditions are bright. The dearth of cars has to some extent been alleviated by the strenuous efforts of the transportation companies, and the supply has been materially augmented by heavy orders to the car factories.



Local exporters are well pleased with the prospects of the foreign markets and all are making arrangements looking to a material increase in the volume of their foreign business. The export business has greatly increased in Bristol and this section within the past two years until it has become a leading feature of the lumber business.

### Memphis.

Demand for hardwood lumber continues excellent and there is a large volume of business. The amount of dry stock is considerably below the average for this time of year, thus interfering with prompt delivery in some cases. Stocks on the local yards are broken and holdings in territory tributary are also short, due to the unfavorable conditions surrounding production during the fall and winter. There is some increase in the call for lumber from export sources, but the bulk of the demand is still from domestic centers. Prices are firm in every direction, with the tendency upward. There is nothing pressing for sale; on the other hand, orders are being turned down because of the inability of manufacturers and wholesalers to guarantee delivery at the time desired.

The railroad situation is O. K. so far as Memphis is concerned, but some companies operating in the interior state that they are unable to get empty cars placed or loaded ones moved with proper dispatch. They do say, however, that conditions are not so unfavorable in this respect as they were a few weeks ago.

Plain oak is still in active demand. In fact, the call for it appears to be well-nigh insatiable, while the amount available is somewhat limited. Prices are as high as they have been at any time this season. Quarter-sawn white oak, in firsts and seconds, is in slightly improved request at current figures, but there is very little business doing in common white or in any grade of quarter-sawn red, the latter item being one of the duller of the list.

Ash and cypress are in excellent request and the movement of both is as rapid as the limited offerings allow. The demand is for all grades and thicknesses. The call for cottonwood continues good and there is a considerable business being put through both for spot and later shipment. Offerings in dry lumber are somewhat light but some of the trade are going on the theory that there will be better weather and consequently increased production in a short time. The demand for gum lumber is good and prices are quite steady at the recent level. It is reported on reliable authority that one firm here this week turned down an order for 400,000 feet of gum, and another firm states that it has had to turn down orders for nearly 1,000,000 feet. The higher grades are relatively firmer than the lower, but the latter are moving with greater freedom than usual. High-grade poplar sells without difficulty, but there is not a brisk movement in the lower grades.

There is some improvement reported in weather and logging conditions, with the result that there is a slight increase in the output of hardwood lumber. This it is thought by some will relieve the situation but the more general sentiment is that it will require a great deal of fine weather to bring stocks back to anything like normal.

### Nashville.

Local lumbermen report an increase in business for January, 1906, over that of January, 1905, of fully seventy-five per cent, and they claim that the month of February will be more than one hundred per cent increase. This gives an indication of the activity prevailing in the Nashville market at this time. The tendency is toward higher prices. There is a scarcity of dry stock of all kinds of woods. There is almost no chestnut, and plain red oak is said to be very scarce, with little dry stock. The same is reported of poplar, white oak and the

stock of quartered white oak is being rapidly diminished. Poplar is quoted as very brisk, although there are no firsts and seconds in dry stock on the market. Other grades are lively. The railroads are bringing most of the timber into the city now as the river has fallen and is clear and low, something unusual for this time of the year. Should a tide come again there will be a big rush to get timber down to the dealers.

### Indianapolis.

The hardwood conditions in Indianapolis continue eminently satisfactory to the city's dealers. Lumbermen say, further, that the prospects are O. K. for a splendid business during the coming spring. There is a strong demand for hardwoods, with prices high and the probability that they will be higher by spring. The furniture factories throughout the state are very busy; all are running full time and some overtime. This makes so good a demand for hardwoods that it seems very probable that Indiana producers and dealers will be entirely sold out of dry stocks by the first of June.

Plain and quartered oak continue the leaders in demand. This class of hardwood lumber led all others during practically every month last year, and it seems that "history will repeat itself" this year.

### Chattanooga.

The only thing that is worrying local lumbermen now is dry stocks. It appears that there may be a famine in dry stocks unless the situation begins to open up soon. It is believed here, however, that the mild weather of January and February will allow logmen to get their logs to the market and relieve the situation soon. Lumbermen all say that they have more orders than they can fill, and that it looks as if the demand is going to be greater than the supply this spring.

There is a strong demand for high-grade poplar, oak and chestnut, and all these grades are bringing the best prices ever known. Because of the scarcity in oak lumber, furniture manufacturers here have advanced prices on their products.

The building outlook is unprecedented in this city. Every planing mill is simply overrun with orders and there has been such an active demand for building material within the past year that many mills have increased their capacity.

Local mills will not cut their average stock this year because of a shortage in the log supply. There is great activity among buyers from the north, also from Europe, but they are finding little to encourage them there. There has been little complaint about the shortage of cars during the past fortnight.

### Minneapolis.

Wholesalers are not used to doing business in February on any extensive scale, but they are finding this month an exception. Trade is not as brisk as it is at some seasons, but it is not by any means dull. The factories are in the market for some kinds of stock as fast as it can be offered. Northern oak is so nearly exhausted that it is hardly a factor any more, and southern oak, while offered in plenty, is slow of delivery. On account of rains and overflows, the southern mills are unable to get stock shipped and dealers here are having a great deal of difficulty in taking care of the needs of their customers. Prices are stronger than ever on the oaks. Basswood is enhancing in value. Culls are cleaned up, for all practical purposes, and upper grades are scarcer now than they have been in several years. With the reduced output expected this winter, basswood promises to be stronger all season.

The birch supply is large, but it is moving in good quantity. The scarcity and high price of oak has turned builders to birch almost entirely where it can be used for interior finish,

and this has helped the birch market materially. Rock elm, which furniture men have used largely in place of oak, is now as scarce as oak, and ash is also not to be found in dry stock. Maple in every description is enjoying a good sale. The factories are taking it and are laying in stocks of the dry lumber for fear of a shortage. Retail yards are calling for wagon stock, and the steady building activity is creating constant demand for flooring. Dealers are making connection with all the flooring they can, anticipating a big sale this spring and summer.

Retail yards are taking considerable hardwood in mixed cars, which are going out at an unusually lively rate. This is the heaviest shopping February dealers can remember. The car building and repair shops are still taking considerable oak and other hardwood.

### Louisville.

It begins to look as if the trade has finally waked up to the fact that quartered oak is not as plentiful as it has been. Quartered oak has picked up considerably of late, and prices have advanced a little. It has not been bargain selling so much as it has been a more active inquiry that has caused a marked increase in the sale of quartered oak during the past week or two. Stocks of quartered oak are light as the mills have been neglecting this item during the past year and have been so busy with plain oak that they have not accumulated anything like the usual amount of quartered. Quartered oak is now considerably improved and it looks as if there are still more active times ahead.

Plain oak and ash are in very active demand, the call almost equal to the supply in each case. Red oak is showing remarkable strength compared to its past history. There are pretty good times here in the oak market all the way round. The roads south of here, especially in Tennessee, are in better shape for hauling than they have been any time this winter, and as a result stock is moving in from country points at a very satisfactory rate. The tone of improvement in poplar continues, with every indication pointing to stronger markets and better values through the spring months. The stiffening of prices on poplar applies to practically all grades. Generally speaking, the hardwood market as a whole has probably never been in a better condition than at the present time. Reasonably fair prices obtain on all hardwood products, and the volume of stuff moving is quite satisfactory.

### Liverpool.

Alfred Dobell & Co., in a February circular, report that stocks are light and the position of the market warrants hopeful anticipations. The import of round southern oak has been very light, and demand is good, with prices very firm. Only a small quantity of Baltimore waney logs has been received, meeting with quick sale at full prices. Consignment parcels of wagon planks have been eagerly bought when good, but inferior planks are not wanted. Inquiry for first quality coffin planks is brisk.

Walnut logs and boards have arrived moderately, and demand is excellent, with prices remaining good. Whitewood logs have not been able to meet the demand, in first quality. For planks and boards demand is only fair, as unsold stocks are heavy. The import of ash and hickory has been unusually light and high prices have been paid for what has arrived. Staves have been received in larger quantities than formerly and the demand has proportionately increased.

There is an excellent call for stocks of mahogany of good quality, and in Honduras, Guatemala, Panama and Cuban varieties shipments in good sizes and handsomely figured would come to a welcoming market. The cedar import has been light. Rosewood is seldom inquired for. Satinwood demand is confined to logs of large size and beautifully figured. Only prime thin supped lignum vitae is in request, but such importations would bring full prices.

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### POSITION AS BOOKKEEPER.

Wanted in lumber office by young man 25 years of age, well acquainted with grades of hardwood lumber. Can give good references. Address

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First class office man, hardwood business, competent to handle correspondence. Address, stating experience, references and salary.  
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Wanted—Young man stenographer for wholesale lumber company. Good wages. Address  
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### WANTED TO SELL.

About one million feet each of Gum and Sycamore; also large quantities of Red and White Oak, Ash, Elm and Maple. Would cut to suit buyer. Address

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### INCH DRY CHESTNUT—FOR SALE.

50 M to 75 M feet sound wormy.  
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SICKLESTEEL LUMBER CO., Detroit, Mich.

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250,000' 1" Common and Better Birch.  
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THE BRADLEY COMPANY, Hamilton, Ont.

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### WANTED.

A hundred carloads good oak, sawed 2½x5, 4x6, 6x6, 8x8, 10x10, 12x12, 14x14, 16x16, 18x18, 20x20, 22x22, 24x24, 26x26, 28x28, 30x30, 32x32, 34x34, 36x36, 38x38, 40x40, 42x42, 44x44, 46x46, 48x48, 50x50, 52x52, 54x54, 56x56, 58x58, 60x60, 62x62, 64x64, 66x66, 68x68, 70x70, 72x72, 74x74, 76x76, 78x78, 80x80, 82x82, 84x84, 86x86, 88x88, 90x90, 92x92, 94x94, 96x96, 98x98, 100x100, and other sizes, for plow beam, handle strips, 1x2x2½, 5x10, 1x2x2½, 5x10. Cash paid. Address

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50 M to 100 M feet of strictly clear, straight grained, second growth, white ash, ranging from 4x6 to 12x12 and 14 foot lengths, suitable for frame houses.  
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20 cars 6/4 No. 1 Com. Poplar, 6" and up.  
6 cars 8/4 1st and 2nds Poplar, 8" and up.  
10 cars 4/4 1s & 2d Qtd. Poplar, 5" and up.  
Will take any amount of 10 ft. in the above; must be soft Yellow Poplar.  
45 cars Red Gum Clear Face Strips, 2½" to 5½", 10' to 16', sap no defect.  
20 cars 4/4 1st and 2nds and No. 1 Common Chestnut. Quote prices for Boston delivery; shipments from Apr. 1st to Oct. 1st, 1906.  
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300 M feet 1", 1½", 1½" and 2" thick.  
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200 M feet 28-inch and up White Oak logs.  
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### FACTS FROM PRACTICAL MEN.

The HARDWOOD RECORD is always in the market for articles on any and every feature of the hardwood industry. It wants practical statements of fact from practical men who know how certain things can be done in the best way. Literary quality not essential. Liberal pay for acceptable articles. Address  
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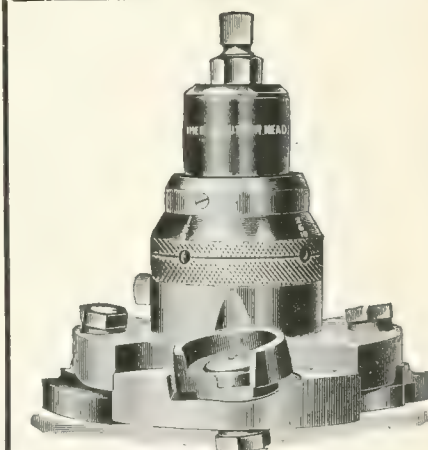
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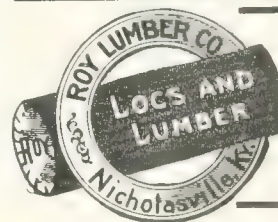
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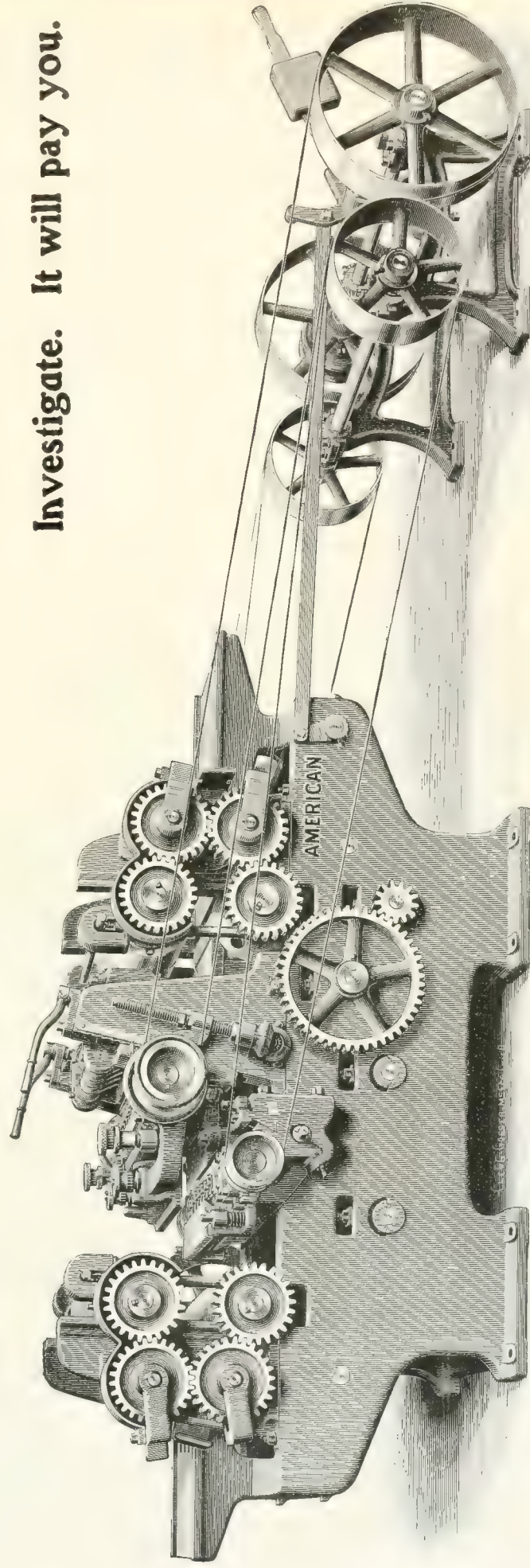
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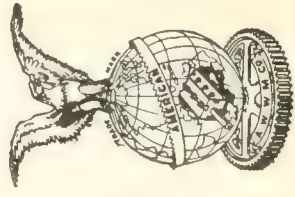
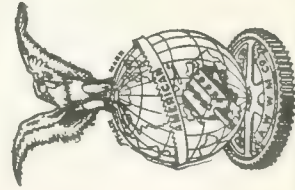


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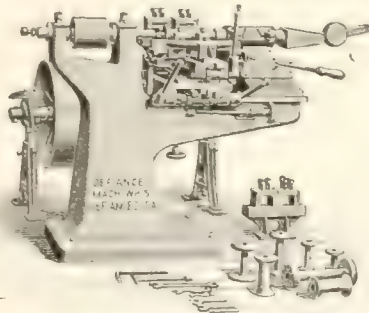
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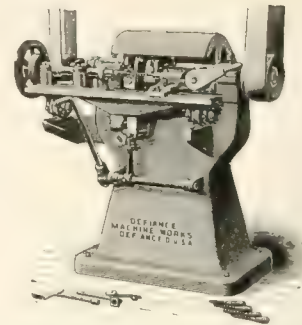
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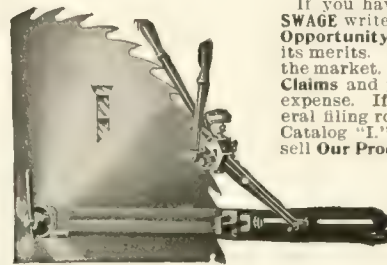
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Industrial Commissioner  
Erie Railroad Company  
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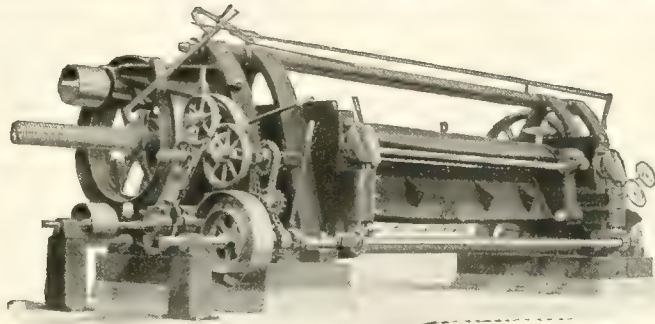
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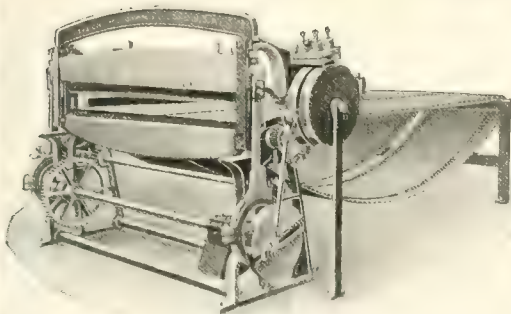
**CONSULT** our list of advertisers, page 38, also the "W. & F. S." section page 36.



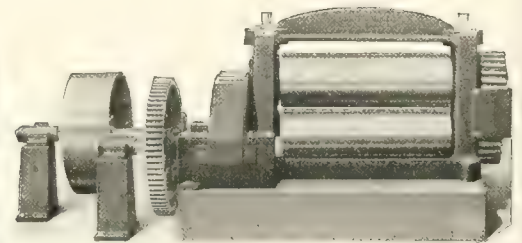
# A PAGE OF THE FAMOUS COE VENEER MACHINERY



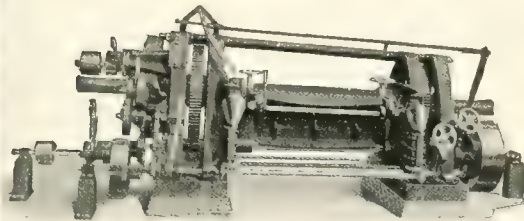
Style A Veneer Cutter



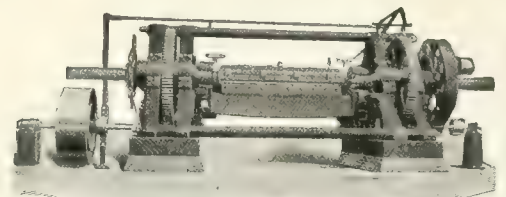
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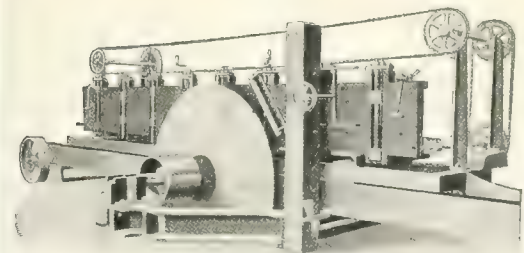
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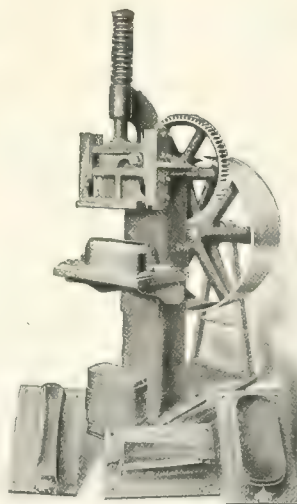
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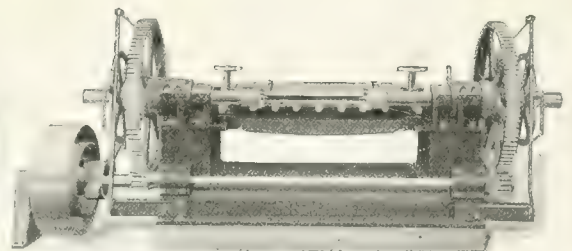
Style B Veneer Cutter



Coe Veneer Saw



Coe Stamper



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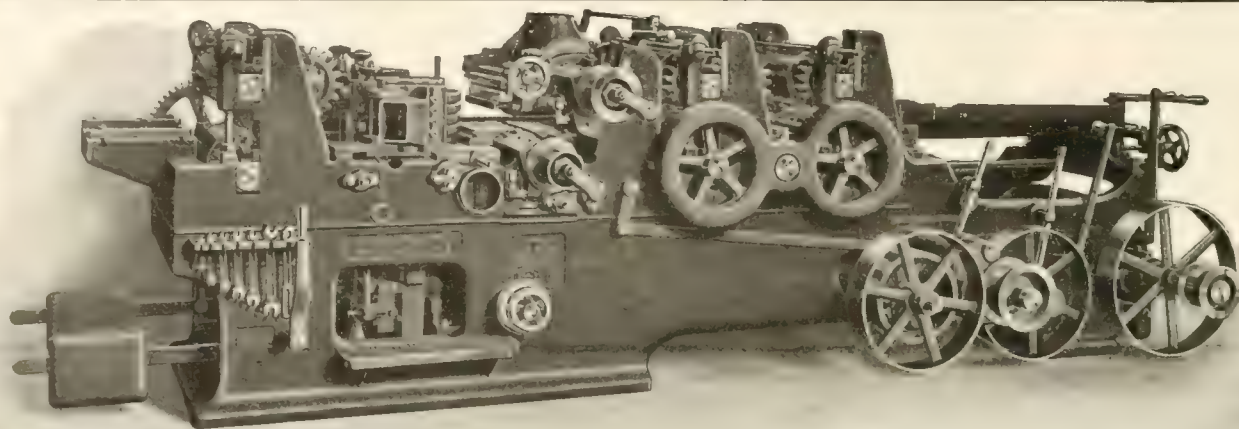
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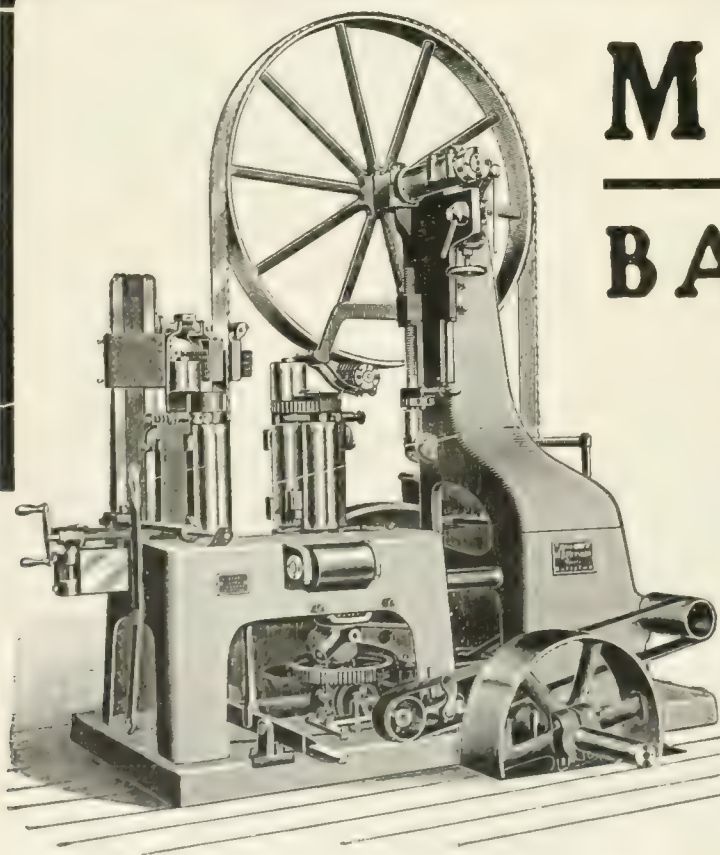
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THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

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Poplar

Black Walnut

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Red Gum

Hickory

Beech

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All Kinds of Hardwood Lumber Manufactured

HUNTINGBURG, IND.



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Poplar Squares, Cypress, Ash,  
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4 4 Common Cottonwood, 100,000 feet  
Box Board Cottonwood, 13 to 17 inch,  
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8 4" Sound Wormy Chestnut, 75,000 feet

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SEND US YOUR INQUIRIES

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SPECIALTIES--OAK  
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MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

## Hardwoods a Specialty

FOR SALE

POPLAR	CHESTNUT	PLAIN OAK
125,000' 4 4 1s and 2s.	200,000' 4 4 Sound Wormy	60,000' 4/4 No. 1 Com.
40,000' 4 4 No. 1 Com.	80,000' 5 4 Sound Wormy	18,000' 4/4 No. 2 Com.
325,000' 4 4 No. 2 Com.	100,000' 6 4 Sound Wormy	<b>QUARTERED OAK</b>
228,000' 4 4 No. 3 Com.	48,000' 8 4 Sound Wormy	2 cars 4 4 No. 1 Com.
150,000' 4 4 Mill Cull		1 car 4 4 No. 2 Com.

OAK TIMBERS SAWED TO ORDER  
WRITE FOR PRICES.

CHEAT RIVER LUMBER COMPANY, Pittsburg, Penna.

## Babcock Lumber Co.

MANUFACTURERS OF  
PENNSYLVANIA  
HARDWOODS

23,000,000 FEET ANNUALLY

LONG ON MAPLE  
AND CHERRY

MILLS AND OFFICE  
ASHTOLA, PA.

## OAK POPLAR CHESTNUT

Our  
Specialties

GET OUR PRICES BEFORE BUYING

American Lumber & Mfg. Co.  
PITTSBURG, PA.

TENNESSEE STOCK — National Hardwood Grading Rules Used

## The Nicola Brothers Company

One million feet 4-4 Bay Poplar.  
Can be shipped log run, or sold  
on grade. Bone dry; band  
sawed. Send your inquiries.

## Flint, Erving & Stoner Co.

### Wholesale Lumber

Northern and Southern Hardwoods

Beech and Maple Timbers a Specialty



# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

We have the following dry stock piled on our docks which we offer for Spring delivery:

160 M 4-4 Birch  
55 M 8-4 Birch  
158 M 4-4 Beech  
75 M 4-4 Grey Elm

55 M 8-4 Grey Elm  
95 M 5-4 Basswood  
250 M 5-4 Maple  
Write for particulars

**The North Shore Lumber Co.**  
Thompson, Michigan

**SOFT ELM AND ROCK ELM**  
FOR SALE BY

**The R. G. Peters Salt & Lumber Co.**  
EASTLAKE, MICHIGAN

**BOYNE CITY LUMBER COMPANY**

BOYNE CITY

**MICHIGAN ROCK MAPLE and other HARDWOODS**  
LARGE CAPACITY PROMPT SHIPMENTS RAIL OR CARGO

**DENNIS & SMITH LUMBER CO.**

Wholesale Hardwood Lumber

Office and Yards, **FOURTH AND HOLDEN AVENUES,**  
**DETROIT, MICH.**

MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg,  
W. Va. McNutt Siding, W. Va.

**The SICKLESTEEL LUMBER CO.**

DETROIT, MICH.

OUR SPECIALTIES OAK TABLE TOPS Plain and Quartered, BIRCH LUMBER  
All Thickness and Grades, CHESTNUT, ELM, BASSWOOD and GUM.  
Write us for prices.



**J. S. GOLDIE**

Cadillac, :: Michigan.

SPECIAL PRICES on 5 in. Maple Squares.  
Maple and Basswood Lumber.  
1 in. and 3 in. Northern Michigan Soft Elm.  
INQUIRIES SOLICITED ON ALL HARDWOODS.

W. H. WHITE, Pres.  
JAS. A. WHITE, Vice-Pres.

W. L. MARTIN, Secy.  
THOS. WHITE, Treas.

**WM. H. WHITE COMPANY**

BOYNE CITY, MICHIGAN

**Manufacturers of Hardwood and Hemlock Lumber, Cedar Shingles,  
White Rock Maple Flooring.**

**McCLURE LUMBER CO.**

WHOLESALE DEALERS IN

**HARDWOOD LUMBER**

ROUGH YELLOW PINE TIMBERS AND PLANK

Office and Yards 520 TO 530 FRANKLIN STREET  
**DETROIT, MICHIGAN**

Sav. M. EUTAW, ALA.

Correspondence invited on all hardwoods.

You want to reach buyers of  
**FURNITURE LUMBER**

**The HARDWOOD REC-  
ORD** will do it for you.

# GRAND RAPIDS

LEADING HARDWOOD LUMBER MARKET OF MICHIGAN

## DENNIS BROS.

Manufacturers of

### Hardwood Lumber and Perfect Maple Flooring

Dry Stock at  
Bargain Prices.

1 car 4 4 No. 3 Common Cherry  
15 cars 4 4 Birch, No. 2 Common and Better  
4 cars 5 4 Birch, No. 2 Common and Better  
1 car 4 4 Birch, Red Curly  
15 cars 4 4 Basswood, No. 2 Common and Better  
4 cars 5 4 Basswood, No. 1 Common and Better  
2 cars 8 4 Basswood, No. 1 Common and Better

Main Office: 205-209 Michigan Trust Co. Bldg.

## VAN KEULEN & WILKINSON LUMBER COMPANY

Manufacturers and Wholesalers of

### HARDWOOD LUMBER and CRATING STOCK

FOR SALE

Complete Stocks of Michigan Hardwoods—Maple, Beech, Birch, Elm, Ash and Basswood.

## WAGNER & ANGELL

WANTED

Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

FOR SALE

All of the above items and Red Cedar, Redwood and White Cedar, Shingles and Posts

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

Northern and  
Southern **Hardwood Lumber**

MAIN OFFICE:

MICHIGAN TRUST CO. BUILDING

## C.F. Luehrmann Hardwood Lumber Co.

Largest Manufacturers and Exporters of

### SATIN WALNUT

Always in the market  
for **HARDWOODS.**

Office and Yards:  
148 Carroll Street, ST. LOUIS, MO.

J. H. SCHOFIELD

R. W. SCHOFIELD

### SCHOFIELD BROTHERS WHOLESALE LUMBER

Hardwoods a  
Specialty.

1020-22 Pennsylvania Building  
PHILADELPHIA

## Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK

AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

Michigan Elm, Birch, Ash and Basswood

## "ACORN BRAND" OAK AND BEECH FLOORING

The "Aristocrat" of Its Kind.

Made in Nashville, Tenn., the Home of Oak Flooring.

**NASHVILLE HARDWOOD FLOORING COMPANY**

## Wistar, Underhill & Co.,

WHOLESALE

### HARDWOOD LUMBER

816 Real Estate Trust Building,

PHILADELPHIA.

## KENTUCKY LUMBER & VENEER CO.

HARDWOOD MANUFACTURERS

Post Office and Band Mill,  
ROBBINS, KY.

Shipping Point and Telegraph Office,  
JACKSON, KY.

SPECIALTIES:

PLAIN WHITE OAK  
YELLOW POPLAR

OAK PLANKING  
RAILROAD TIES

We manufacture all the lumber we sell from original forest timber. Therefore the lengths and widths are good. All logs are manufactured in ten to thirty days after being felled, insuring bright, new stock, free of sap worms and rot.

WRITE OR WIRE FOR PRICES.

J. SOBLE

H. I. SOBLE

## SOBLE BROTHERS

Wholesale Hardwoods

722 Land Title Bldg.

PHILADELPHIA

White Oak and White Pine Bridge, Car and Trestle Timbers

The only trade paper reaching all classes  
of hardwood consumers

**HARDWOOD RECORD**  
355 Dearborn St., Chicago



# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

## NORTHERN STOCK

Hemlock  
Birch  
Basswood  
Rock Elm  
Soft Elm  
Ash  
Oak

## SOUTHERN STOCK

Quartered White and Red  
Oak  
Plain White and Red Oak  
Sycamore  
Poplar  
Cypress  
Gum

## PAGE & LANDECK LUMBER CO.

Wells Building - - - MILWAUKEE, WIS.

## Wagstaff Lumber Oshkosh

### I WANT TO MOVE

1 car Red and Curly 4 4 Birch  
1 car Red 4 4 Birch  
1 car Red 5 4 Birch  
2 cars Good Log Run 5 4 Birch  
3 cars Good Log Run 8 4 Birch  
10 cars Good Log Run 4 4 Birch  
5 cars 1" Basswood, 14' and 16', 1st  
and 2nd.  
5 cars 1" Basswood, 14' and 16', No. 1  
Common

ASK FOR QUOTATIONS

MIXED CARS - EVEN GRADES - PROMPT SHIPMENT

## Wisconsin Hardwoods

### SPECIAL OFFERINGS:

1" No. 1 Common and Better Birch (Red in)  
1" No. 1 Common and Better Basswood  
1" No. 1 Common and Better Hard Maple  
Also Elm, Pine, Cedar Products,  
and "SHAKELESS" Hemlock.

## John R. Davis Lumber Company

PHILLIPS, : : : : WISCONSIN

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, - - - WISCONSIN

Saw and Planing Mill at Atlanta, near Bruce, Wis., on Soo Lines.

Manufacturers

## Wisconsin Hardwoods

PINE AND HEMLOCK

WRITE US FOR PRICES ON

1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH.  
1 INCH NO. 1 AND NO. 2 BASSWOOD.

1½ INCH RED BIRCH.  
RED BIRCH FLOORING.

## C. P. CROSBY, RHINELANDER, WIS.

### Wholesale Hardwood Lumber

Hard Maple a Specialty in all thicknesses from 1 inch to 4 inch.  
Finest Birch in Wisconsin. Black Ash, Rock Elm,  
Soft Elm, Red and White Oak.

DIFFICULT AND MIXED ORDERS A SPECIALTY

## Marshfield VOLLMAR & BELOW Wisconsin

## BASSWOOD, BIRCH

and other Wisconsin Hardwoods

Let us know what you are in the market for

## North Western Lumber Co.

GENERAL OFFICES: EAU CLAIRE, WIS. MILLS AT STANLEY, WIS.

### BAND SAWED

## Wisconsin Hardwoods

CAREFUL GRADINGS PROMPT SHIPMENTS

### SPECIALTIES:

Inch No. 2 Common Birch

Inch No. 3 Common Birch

*Ingram Lumber Co.*

WAUSAU, WIS.

## BASSWOOD, BIRCH

We cut four million feet of each annually  
Your inquiries and orders solicited

MILL AND YARDS AT INGRAM, WISCONSIN

## Hardwood Board Rules FOR HARDWOOD LUMBERMEN



## Best Goods, Prompt Shipment

Send your orders to the HARDWOOD RECORD, 355 Dearborn Street

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THE GREATEST HARDWOOD MARKET IN THE WORLD

## CRANDALL & BROWN

WHOLESALE DEALERS IN

**Louisiana Red Cypress**

YELLOW PINE AND HARDWOOD LUMBER

In Our Chicago Yards:  
1,500,000 feet 1" to 4" Louisiana Red Cypress.  
This includes  
30,000 feet 1 1/4" Tank Louisiana Red Cypress,  
200,000 feet 1 1/2" 1st and 2nd Louisiana Red Cypress,  
30,000 feet 1 1/4" Select Louisiana Red Cypress.  
**TO BE MOVED PROMPTLY.**

**Yards and Office, 3300 Center Avenue, CHICAGO**

## A. R. VINNEDGE LUMBER CO.

WHOLESALE DEALERS IN  
**HARDWOOD LUMBER**

756 1st Natl. Bank Bldg. **CHICAGO.** We are buyers of both Northern and Southern Hardwoods

## CLARENCE BOYLE LUMBER CO.

Wholesale Dealers in **Hardwoods** Yellow Pine and Cypress

319 WEST TWENTY-SECOND STREET :: CHICAGO

## HAYDEN & LOMBARD

Orders to issue for:

ASH—1 to 4 in. 1s and 2s. SPECIAL 5 8 in. log run.  
WHITE OAK—5 8 to 4 in. 1s and 2s plain.  
WHITE OAK—5 8 to 2 in. 1s and 2s quarter-sawed.  
RED OAK—3 4 to 2 in. No. 1 common quarter-sawed.  
RED OAK—3 4 to 2 in. No. 1 common and better plain, SPECIAL 3/4 1s and 2s.  
COTTONWOOD—1 in. box common and mill culls.  
GUM—1 in., 1 1/4, 1 1/2 No. 1 common and saps, without stain.  
POPLAR—1 to 2 in. No. 1 common; same in saps or selects.  
POPLAR—1 to 4 in. 1s and 2s; SPECIAL 1 in. No. 2 and 3 common  
POPLAR—Box boards 1 x 13 to 17 in., 12 to 16 ft.  
POPLAR—Sign boards 2 x 14 to 16 in., 14 and 16 ft.

511 RAILWAY EXCHANGE CHICAGO

## FRED W. BLACK LUMBER COMPANY

FRED W. BLACK, President

HORACE W. BLACK, Secretary

MANUFACTURERS OF

**HARDWOOD LUMBER**

305 Old Colony Building

## W. O. KING & COMPANY

Wholesale

**Hardwood Lumber**

Loomis St. Bridge

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

## Hardwood Lumber

I am in the market to buy

Can handle the cut of one or two good mills on a cash basis. Send me your stock list.

**Charles Darling** ROOM 2001, MERCHANTS' LOAN AND TRUST BUILDING

## NATIONAL LUMBER MFG. CO.

1019 Ashland Block

Manufacturers of Southern Hardwoods, Oak, Poplar, Hickory, Ash, Cottonwood, Gum, etc.

Band Mills:  
Smithfield, W. Va., Jackson, Ala.

Circular Mills:  
Kentucky, Tennessee

## FRANK M. CREELMAN

Wholesale

RAILWAY EXCHANGE

**Northern and Southern Lumber**

Car Lots, Barge Lots, Cargo Lots, or Mill Cuts for future shipments, annual contracts, or immediate requirements.

WE ARE ALWAYS IN THE MARKET FOR



## HARDWOOD LUMBER

PLAIN AND QUARTERED

**O A K**

A SPECIALTY

WE BUY MILL CUTS

## SOUTHERN OAK LUMBER CO.

707 Chamber of Commerce

CHICAGO



# CINCINNATI

THE GATEWAY OF THE SOUTH

## BENNETT & WITTE

MANUFACTURERS OF SOUTHERN HARDWOODS

THAT ARE SOLD  
ON NATIONAL HARDWOOD LUMBER ASSOCIATION  
INSPECTION ONLY.

Plain and Quartered . . . White and Red Oak  
Red and Sap Gum  
Cottonwood, Ash, Cypress, Poplar, Soft Maple, Tnpelo  
Gum and Chestnut. . . We cut Gum and Oak in Thick-  
nesses of . . . to 4 inches . . . EXPORT AND DOMESTIC

224 W. 4th Street, CINCINNATI, OHIO

Branch 1301 2 Tenn Trust Memphis Tenn

## PLAIN OAK—BASSWOOD

Are what we want. All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

DUHLMEIER BROS., CINCINNATI, O.

## WM. H. & G. S. STEWART

Buy and Sell

OAK, ASH, POPLAR, BASSWOOD, CHEST-  
NUT, WALNUT AND YELLOW PINE.

Can furnish stock cut to special order. . . We invite correspondence.  
Main Office: - MERCANTILE LIBRARY BUILDING.

IN THE MARKET FOR

## OAK—ASH—POPLAR

ALL GRADES AND THICKNESSES

## MOWBRAY & ROBINSON

Office:

1219 West Sixth Street

Yards:

Sixth Street, below Harriet

## "BUY GUM"

We are in the market to buy  
Dry Gum Lumber in any  
quantity, from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection.



## THE FARRIN-KORN LUMBER COMPANY

General Office, Yards,  
Planing Mills, Dry Kilns,  
Cincinnati, Ohio  
Purchasing Office,  
Randolph Building,  
Memphis, Tenn.  
(MENTION THIS PAPER)

## L. W. RADINA & COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

## HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades,  
Especially 1½-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE

## Lumbermen, Attention!

If you own any timber or timber lands.  
If you are contemplating buying or selling any timber or  
timber lands.

If you want your stumpage accurately estimated.

If you want an exact survey or map of your property.

If you want advice in any logging or lumbering proposition.

Write to us and find out what we can do for you.

We send thoroughly reliable and practical engineers to all  
parts of the country, and guarantee quick and accurate work.

C. A. Schenck & Co. BILTMORE,  
NORTH CAROLINA

Consulting Forest Engineers

## WANTED OAK, ASH, CHERRY and other HARDWOODS

PAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE

LELAND G. BANNING, Office: 5th and Main, CINCINNATI

Poplar, Oak,  
Ash, Chestnut,  
Sycamore,

## C. Crane & Co.

We would like to buy

W. Va. Spruce,

2,000,000 feet Dry Oak

Pine and Elm

2,000,000 feet Dry Poplar

Mostly heavy stock. Quotations Solicited.

MILLS AND YARDS  
CINCINNATI, O.

YEARLY CAPACITY  
100,000,000 FT.

LONG BILL STUFF  
A SPECIALTY

# W. H. Dawkins Lumber Co.

Manufacturers of Band Sawed

## Yellow Poplar

ASHLAND, KY.

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

Ash

White and Brown

Basswood

Birch

Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm

Soft and Rock

Gum

Red and Tupelo

Hickory

Maple

Hard and Soft

Red Oak

Plain and Quartered

White Oak

Plain and Quartered

Black Walnut

White Wood

Poplar



## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET

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Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

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Specialties: OAK, ASH AND POPLAR

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## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash

Oak, Ash and other Hardwoods, all grades and thicknesses.

Will receive and inspect stock at shipping point.

518 RANDOLPH BLDG., MEMPHIS, TENN.

940 SENECA STREET, BUFFALO, N. Y.

## EMPIRE LUMBER COMPANY

We want to move at once from Arkansas

140,000 feet 4/4 No. 1 Common Quartered White Oak Strips 2 1/2" to 5 1/2" wide

130,000 feet 4/4 No. 2 Common Quartered White Oak, 3" to 12" wide

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Specialty: INDIANA WHITE OAK

940 ELK STREET

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1553 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET





Specimen of Our Poplar Timber

W. M. Ritter Lumber Co.

MAIN OFFICE: COLUMBUS, OHIO

## YELLOW POPLAR

White Oak, Basswood, Chestnut,  
Ash, White Pine and Hemlock

We Want Your Business

Stock all bandsawed, square edged, equalized. Dry Kilns,  
Planing Mills, Dressed Stock, Bevel Siding, Drop Siding



Specimen of Our Oak Timber

# Vansant, Kitchen & Co.



NEW ASHLAND MILL

Old-Fashioned

## YELLOW POPLAR

Ashland, Kentucky

5/8 AND WIDE STOCK SPECIALTIES

# YELLOW POPLAR

Manufacturers  
BAND SAWED  
POPLAR LUMBER

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares  
Specialty, Wide Stock.

# LUMBER CO.

COAL GROVE, OHIO, U. S. A.

# Hardwood Record

Eleventh Year.  
Semi-monthly.

CHICAGO, MARCH 10, 1906.

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Single Copies, 10 Cents.

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C. E. LLOYD, JR.  
Manager Sales

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GROWS IN  
WEST VIRGINIA

Sold by  
Cherry River Boom &  
Lumber Co.  
Offices: Philadelphia, Pa.

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## RED GUM

We produce and market a carload of Gum Lumber  
every 45 minutes during the working day.

### Himmelberger-Harrison Lumber Co.

Morehouse, : : Missouri

## ARE YOU SATISFIED

### WITH YOUR FIRE INSURANCE?

### Pennsylvania Lumbersmen's Mutual Fire Insurance Co.

923 DREXEL BUILDING

PHILADELPHIA, PENNSYLVANIA

## RUMBARGER LUMBER COMPANY

MANUFACTURERS OF AND DEALERS IN

Ash, Basswood, Black Walnut, Butternut, Beech, Birch, Cherry, Chestnut,  
Cottonwood, Cypress, Gum, Hickory, Maple, Poplar, Quartered Poplar,  
Poplar Squares, Red Cedar, Plain Red Oak, Quartered Red Oak,  
Plain White Oak, Quartered White Oak, White Oak Bill Stuff.

802 Harrison Building, PHILADELPHIA, PA.

1 Madison Avenue, NEW YORK

## TOLEDO FIRE AND MARINE INSURANCE COMPANY

CAPITAL, \$100,000. Lumber and wood working risks only insured. Ask for list of paid losses,  
including names of a hundred prominent lumber concerns in all parts of the country.

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OHIO



**DRY LUMBER** At Our**QUARTERED WHITE OAK.**

75,000 ft. 4/4 firsts & seconds.  
 18,000 ft. 5/4 firsts & seconds.  
 15,000 ft. 6/4 firsts & seconds.  
 19,000 ft. 8/4 firsts & seconds.  
 160,000 ft. 4/4 No. 1 common.  
 80,000 ft. 5/4 No. 1 common.  
 40,000 ft. 6/4 No. 1 common.  
 22,000 ft. 8/4 No. 1 common.  
 22,000 ft. 4/4 No. 1 common.

**QUARTERED RED OAK.**

14,000 ft. 4/4 firsts & seconds.  
 18,000 ft. 5/4 firsts & seconds.  
 8,000 ft. 6/4 firsts & seconds.  
 6,000 ft. 8/4 firsts & seconds.  
 38,000 ft. 4/4 No. 1 common.  
 12,000 ft. 5/4 No. 1 common.

7,000 ft. 6/4 No. 1 common.  
 3,000 ft. 8/4 No. 1 common.

**PLAIN WHITE OAK.**

80,000 ft. 4/4 firsts & seconds.  
 17,000 ft. 5/4 firsts & seconds.  
 15,000 ft. 6/4 firsts & seconds.  
 22,000 ft. 8/4 firsts & seconds.  
 18,000 ft. 10/4 firsts & seconds.  
 16,000 ft. 12/4 firsts & seconds.  
 127,000 ft. 4/4 No. 1 common.  
 20,000 ft. 5/4 No. 1 common.  
 30,000 ft. 6/4 No. 1 common.  
 50,000 ft. 8/4 No. 1 common.  
 18,000 ft. 10/4 No. 1 common.  
 12,000 ft. 12/4 No. 1 common.

**PLAIN RED OAK.**

47,000 ft. 4/4 firsts & seconds.  
 15,000 ft. 5/4 firsts & seconds.

ALL THICKNESSES IN CULL POPLAR, ASH, CHESTNUT.

Your Inquiries Would Be  
 Appreciated.

**Louisville Yards** Prompt Delivery

9,000 ft. 6/4 firsts & seconds.  
 27,000 ft. 8/4 firsts & seconds.  
 31,000 ft. 4/4 No. 1 common.  
 24,000 ft. 5/4 No. 1 common.  
 14,000 ft. 6/4 No. 1 common.  
 29,000 ft. 8/4 No. 1 common.

**ASH.**

1 car 4/4 firsts & seconds.  
 3,000 ft. 5/4 firsts & seconds.  
 7,000 ft. 6/4 firsts & seconds.  
 5,000 ft. 8/4 firsts & seconds.  
 3,000 ft. 10/4 firsts & seconds.  
 7,000 ft. 12/4 firsts & seconds.  
 4,000 ft. 16/4 firsts & seconds.  
 10,000 ft. 4/4 common.  
 2,000 ft. 5/4 common.  
 20,000 ft. 6/4 common.

2,000 ft. 8/4 common.

**POPLAR.**

60,000 ft. 4/4 firsts & seconds.  
 42,000 ft. 5/4 firsts & seconds.  
 17,000 ft. 6/4 firsts & seconds.  
 58,000 ft. 8/4 firsts & seconds.  
 3,000 ft. 10/4 firsts & seconds.  
 17,000 ft. 12/4 firsts & seconds.  
 6,000 ft. 16/4 firsts & seconds.  
 90,000 ft. 4/4 No. 1 common.  
 28,000 ft. 5/4 No. 1 common.  
 18,000 ft. 6/4 No. 1 common.  
 81,000 ft. 8/4 No. 1 common.  
 12,000 ft. 10/4 No. 1 common.  
 8,000 ft. 12/4 No. 1 common.

We have all thicknesses in Selects  
 and Saps.

**W. P. BROWN & SONS LUMBER CO.** **WHOLESALE HARDWOODS**  
**LOUISVILLE, KY.**

**Upham & Agler**

Bedford Building  
 CHICAGO

Wholesale Northern and Southern  
**Hardwoods**

Quick Service  
 Perfect Milling  
 Right Prices

DISTRIBUTING YARD: CAIRO, ILLINOIS

**Ornamental Hardwood Floors**

400 STYLES AND PATTERNS

Illustrated Catalog on Application

**WOOD-MOSAIC FLOORING CO.**

Rochester, N. Y.

New Albany, Ind.

**The Tegge Lumber Co.**

MILWAUKEE  
 WISCONSIN

BUYERS OF  
 ALL KINDS OF

**HARDWOOD LUMBER****Swann-Day Lumber Company**

MANUFACTURERS OF

**POPLAR AND OAK**

PLANING MILL STOCK, BOX SHOOKS  
 AND HARDWOOD DIMENSION

CLAY CITY, KENTUCKY



# CADILLAC



CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

## Maple Flooring and Southern Michigan Hardwoods

### MAPLE FLOORING

The very best, Standard Widths and Grades

### HARDWOODS

4 4 Basswood in Clear, Nos. 1 and 2 Common.  
 4 4 Gray Elm in Clear, Nos. 1, 2 and 3 Common.  
 6 4 and 8 4 Gray Elm in 1st and 2nd Clear.  
 4 4, 5 4, 8 4, 10 4, 12 4, 16 4 Maple in 1st and 2nd Clear.  
 4 4, 5 4, 8 4 Selected End Dried Clear White Maple.  
 5 4 and 8 4 No. 2 Common and Better Beech.  
 4 4 No. 3 Common Maple and Beech for crating, sheathing, etc.  
 4 4 Cull Hardwood.

If you are in the market for any of the above it  
 : : will be to your advantage to write us. : :

## Mitchell Brothers Company

## Cummer, Diggins & Co.

MANUFACTURERS

"CUMMER" MAPLE  
AND BEECH FLOORING

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready  
for immediate shipment in Hard Maple, Beech,  
Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
 GRAY ELM—4/4, 12/4  
 BASSWOOD—4 4  
 BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co.

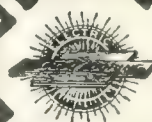
. . Band Sawn . .  
Michigan Hardwoods

60 M 4 4 Basswood No. 2 common and better.  
 33 M 8 4 Soft Elm No. 2 common and better. Will run 75-80% 1st and 2nd.  
 5 M 4 4 Birds Eye Maple. Will run 80% 1st and 2nd.  
 30 M 4 4 Birch No. 2 common and better.  
 12 M 4 4 Oak No. 3 common and better.

## Michigan Hardwoods

BASSWOOD  
SOFT GRAY ELM  
BIRCH  
HARD MAPLE

BE FRIENDLY : WRITE US



**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**





# MEMPHIS

THE HUB OF THE HARDWOOD WORLD

## Briggs & Cooper Company, Ltd.

MANUFACTURERS

### NORTHERN SOUTHERN HARDWOODS

WRITE US FOR PRICES ON

4 4 to 12 4 No 1 common and better Michigan Soft Grey Elm	1,000,000 feet
4 4 to 12 4 Winter Sawm Michigan Basswood	325,000 feet
4 4 to 24 4 Michigan Hard Maple, seasoned or sawed to order	3,000,000 feet
4 4 to 8 4 selected End-Pruned White Maple	150,000 feet
4 4 to 16 4 Brown and White Ash	250,000 feet
4 4, some thicker, Plain Red and White Oak	200,000 feet
4 4, some thicker, Quartered Red and White Oak	280,000 feet

YARDS AT

SAGINAW, CHICAGO AND MEMPHIS

**WE** have in all thicknesses the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

#### MEMPHIS YARD

Ash	680,000 feet
Quartered White Oak	75,000 feet
Plain White Oak	140,000 feet
Quartered Red Oak	225,000 feet
Plain Red Oak	410,000 feet
Cypress	225,000 feet
Cottonwood	300,000 feet
Poplar	308,000 feet

#### SELMA YARD

Poplar	409,000 feet
Bay Poplar	857,000 feet
Red Gum	55,000 feet
Cypress	787,000 feet

#### BERCLAIR YARD

Bay Poplar	100,000 feet
Cypress	800,000 feet

#### OTHER YARDS

Plain Red Oak	350,000 feet
---------------	--------------

## J. W. THOMPSON LUMBER COMPANY

Office and Yards: Randolph Road and I. C. R. R. : : MEMPHIS, TENN.

F. W. GILCHRIST, President  
W. A. GILCHRIST, Vice President  
W. E. SMITH, Sec'y and Treasurer

## W. E. SMITH LUMBER CO.

Manufacturers of  
**HARDWOOD LUMBER**

Mills, Tennessee, Arkansas, Mississippi  
Distributing Yards, Cairo, Illinois  
General Office, Tennessee Trust Bldg.

MISSISSIPPI VALLEY COTTONWOOD

## COTTONWOOD

GUM AND OTHER HARDWOODS

We are manufacturers and carry on hand large stocks of well seasoned lumber at our yards and mills

## PAEPCKE-LEICHT LUMBER CO.

General Offices Tribune Building, CHICAGO

MILLS

Memphis, Tenn. Ark. Mississippi, Tenn. Ark.

F. W. GILCHRIST, Pres. W. A. GILCHRIST, Vice-Pres.  
W. E. SMITH, Sec'y and Treas.

## Three States Lumber Co.

MANUFACTURERS OF

Mills:  
Missouri  
Arkansas  
Tennessee

**Hardwood Lumber  
Cottonwood and Gum**

Office  
Tennessee  
Trust  
Building

GET OUR PRICES. TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

**COTTONWOOD—GUM**

## BACON-NOLAN HARDWOOD CO.

Manufacturers of

**Band Sawn Oak, Ash  
Gum, Cypress, Etc.**

Office,  
Memphis, Tenn.

Mills,  
Chancy, Miss.

Address all correspondence to Memphis office.

## JAMES THOMPSON & COMPANY

Wholesale

**Southern Hardwoods**

Cottonwood, Gum and Cypress a Specialty

MILLS:  
Arkansas Mississippi Louisiana

Office, Randolph Bldg.,  
MEMPHIS, TENN.

## BLANTON-THURMAN CO.

MEMPHIS

TENNESSEE

**"The Yellow  
Cypress People"**

The kind that cuts up best, works easily and finishes elaborately.

## GOOD LAND CYPRESS COMPANY

NEW ORLEANS, LOUISIANA.

MANUFACTURERS OF

**CYPRESS LUMBER**

## HICKORY

200,000 Pieces Hickory 1 1/2 x 1 1/2 and 1 1/2 x 2 1/4 square. 20 to 30 inches long  
Will sell in the rough or will manufacture into anything that you need  
What do you need? Let us know

The Canton Lumber Company, Canton, Miss.

# ST. LOUIS

LARGEST OF ALL HARDWOOD MARKETS

## Garetson-Greaseon Lumber Co.

MANUFACTURERS OF SOUTHERN HARDWOODS

Carload Shipments Direct  
from Our Own Mills Located at Fisk,  
Campbell and Cary, Mo., and  
Prescott, Ark.

519 Bank of Commerce

## Thomas & Proetz Lumber Co.

CASH BUYERS OF OAK, ASH, CY-  
PRESS, POPLAR, CHERRY AND ALL  
**HARDWOODS**

SEND INSPECTOR WHEN QUANTITY JUSTIFIES

Office and Yards: Hall and Angelrodt Sts.

## SIX MILLION FEET

Ash, Oak, Cypress, Poplar, Etc.  
READY FOR PROMPT SHIPMENT

## STEELE & HIBBARD

NORTH BROADWAY, DOCK AND HALL STREETS

## LOTHMAN CYPRESS CO.

AIR DRIED

Louisiana Red Cypress

FOOT OF ANGELICA STREET

ROLAND F. KREBS, MANAGER

## OZARK COOPERAGE CO.

Hardwood Department

WILL BUY STOCKS READY CUT  
OR CONTRACT FUTURE OUTPUT

Four Inspectors in the South

Direct shipments from mill stocks

COTTONWOOD  
CYPRESS  
GUM OAK

Main Office  
FRISCO BUILDING

## CHAS. F. LUEHRMANN HARDWOOD LUMBER COMPANY

Carry a complete stock of Hardwood and are  
constantly in the market to purchase  
large blocks of stock for cash. Are  
also the largest manufacturers of  
the famous St. Francis  
Basin Red Gum.

General Offices: 148 Carroll Street

## Wanted—Cypress, Ash and Cottonwood

INSPECTION AT POINT OF SHIPMENT WHEN QUANTITY JUSTIFIES

## Hafner Manufacturing Co.

CYPRESS, HARDWOODS

Mail orders receive our immediate  
attention.

YARDS: FOOT OF DOCK STREET

## Stoneman-Zearing Lumber Co.

203 Frisco Building

We have the following Dry Stock for sale piled at our mill:

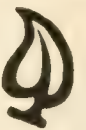
1 D. WHITE OAK	COTTONWOOD
1 Car 1 1/4 Common	1 Car 1 1/4 Common
2 Cars 1 1/4 Common and Better Steps	1 Car 1 1/4 to 1 1/2 Box Boards
GUM	ELM
5 Cars 1 1/4 Common Red.	1 Car 6 4 Log Run.
1 Car 1 1/4 to 1 1/2 Box Boards.	4 Cars 4' Log Run.
1 Car 2' 1 and 2 Sap.	
6 Cars 1 1/4 Common and Better Sap.	

This stock is All Band Sawed and Equalized





# INDIANA



WHERE THE BEST HARDWOODS GROW

THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

White Ash

Poplar

Black Walnut

Cherry

Sycamore

Red Gum

Hickory

Beech

Maple

Veneers of

Indiana Hardwoods

**J. V. STIMSON**

All Kinds of Hardwood Lumber Manufactured

HUNTINGBURG, IND.

**YOUNG & CUTSINGER**

Manufacturers and Wholesalers

Our Specialty Fine Figured Quartered Oak

EVANSVILLE, IND.

**CHARLES H. BARNABY**

Manufacturer of Band Sawed Hardwoods

Quarter Sawed Indiana White Oak a Specialty

GREENCASTLE, IND.

**D'HEUR & SWAIN LUMBER CO.**

Manufacturers and Wholesalers

Our Specialty Quartered Oak and Sycamore

SEYMOUR, IND.

**LONG-KNIGHT LUMBER CO.**

MANUFACTURERS AND DEALERS

Quarter Sawed White and Red Oak a Specialty

INDIANAPOLIS, IND.

**MALEY & WERTZ**

Manufacturers, Wholesalers and Exporters of Hardwood Lumber

EVANSVILLE, IND.

**NO. VERNON PUMP & LBR. CO.**

MANUFACTURERS AND DEALERS

Would Like to Figure on Your Hardwood Requirements

Send for Stock List

NORTH VERNON, IND.

**PERRINE-ARMSTRONG CO.**

Long Timber up to 60 feet—Hardwood Specialties

The largest Band Mill in Indiana.

FORT WAYNE, IND.

# THE EAST

BOSTON NEW YORK PHILADELPHIA

## Jones Hardwood Co.

(INCORPORATED)

### WANTS

10-4, 12-4 and 16-4 Dry Poplar

147 MILK STREET, BOSTON, MASS.

## The Crosby & Beckley Company

### HARDWOODS

We are  
In the Market for Choice Stock  
WRITE US

No. 1 Madison Ave.,  
New York, N. Y.New Haven,  
Connecticut.

## Holloway Lumber Company

### WHOLESALE HARDWOODS

In the market for all thicknesses of  
OAK, ASH and CHESTNUT.312 Arcade Building,  
PHILADELPHIA, PA.

## STEVENS-EATON CO.

Buyers of  
ROUND LOTS  
of

### Hardwoods

No. 1 Madison  
Avenue,  
NEW YORK

ESPECIALLY IN MARKET FOR PLAIN RED OAK

## Wistar, Underhill & Co.,

### WHOLESALE HARDWOOD LUMBER

816 Real Estate Trust Building,

PHILADELPHIA.

## Charles S. Wentworth & Co.

### WHOLESALE LUMBER MERCHANTS

147 Milk Street  
BOSTON

We are in the Market for POPLAR, PLAIN OAK, CYPRESS  
and NORTH CAROLINA PINE LUMBER; also OAK, MA-  
PLE and BIRCH FLOORING, and would appreciate corre-  
spondence from manufacturers in position to supply any of the  
stock named.

J. H. SCHOFIELD

R. W. SCHOFIELD

### SCHOFIELD BROTHERS WHOLESALE LUMBER

Hardwoods a  
Specialty.1020-22 Pennsylvania Building  
PHILADELPHIABALTIMORE, E. E. PRICE BUYER AND  
MARYLAND MARYLAND EXPORTER OF

### HARDWOODS POPLAR and LOGS

I am always in the market for nice lots of dry and well manufactured  
lumber. I inspect at point of shipment. Correspondence solicited.

J. J. SOBLE

H. I. SOBLE

## SOBLE BROTHERS

Wholesale Hardwoods

911-912 Land Title Bldg.

PHILADELPHIA

WANTED: 20 cars Common and Better Chestnut, all thicknesses



## A POINTER

for every buyer of lumber. When you want  
a straight grade of POPLAR or HARD-  
WOOD lumber, MAPLE or OAK  
FLOORING, send your inquiries to

## DIXON & DEWEY

THE HARDWOOD PEOPLE

716 and 716 A, Flatiron Building,

NEW YORK



# CLEVELAND

## HARDWOOD DISTRIBUTING CENTER OF NORTHERN OHIO

## The King & Bartles Lumber Company

We want to have quickly the following  
stocks on hand at our Wisconsin yards:

29 115 ft 6 4 Log Run Rock Elm.	3 ears 4 4 No. 2 Common Soft Elm.
97 ft 5 4 Log Run Rock Elm.	3 ears 4 4 No. 1 Common Soft Elm
826 ft 8 4 Log Run Rock Elm.	35 000 ft 5 4 Log Run Soft Elm
30,000 ft 4 4 Log Run Rock Elm	12 000 ft 6 4 Log Run Soft Elm

**SEND US YOUR INQUIRIES**

CLEVELAND : : : OHIO

# MARTIN-BARRISS COMPANY

Importers and Manufacturers

# MAHOGANY —AND FINE— HARDWOODS

**Do You Want It?  
What?  
Money?**

What have you in lumber to exchange for it? We want particularly Plain Oak, Chestnut, Poplar, Basswood, Ash.

## What Have You?

# The Advance Lumber Co.

10th Floor  
P.O. Box 12000 CLEVELAND, OHIO

Mortenson, O'Brien, &amp; Randolph-Burdette / LIFE MEADOWS Mgt 117

THE  
ROBERT H. JENKS LUMBER  
COMPANY

FOR SALE

60 M feet 1" 1st and 2ds Poplar  
223 M feet 1" No. 1 Common Poplar  
125 M feet 1" No. 2 Common Poplar  
25 M feet 2" 1st and 2nd Poplar, 14" and up  
125 M feet 8 4" Sound Wormy Chestnut  
275 M feet 1" Sound Wormy Chestnut  
153 M feet 1" 1st and 2nd Plain White Oak  
85 M feet 1" 1st and 2nd Plain Red Oak  
125 M feet 1" No. 1 Common Plain Red Oak

**Quartered White and Red Oak.**—We have a good assortment of dry stock,  $\frac{3}{8}$  to 4 inches thick. Your inquiries solicited.

**Plain White and Red Oak.**—A limited amount of nice stock, ready for shipment.

## The Farmer in the Southwest Prospers

Because he pays from \$8 to \$15 an acre for land that produces as good crops as land in Illinois and Indiana which sells for \$75 to \$100 an acre. The mild climate gives him earlier crops and the short winter makes stock-raising less expensive.

**You** have the same chance to prosper that is being taken by hundreds of the northern and eastern farmers.

Write for free copies of our illustrated books on Texas and Oklahoma.

Low rates to all points in the Southwest  
on the first and third Tuesdays of each month  
via



**CHICAGO & EASTERN ILLINOIS R. R.**  
W. H. RICHARDSON, G. P. A., Chicago, Ill.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## The Nicola Brothers Company

One million feet 4-4 Bay Poplar.  
Can be shipped log run, or sold  
on grade. Bone dry; band  
sawed. Send your inquiries.

## Flint, Erving & Stoner Co.

### Wholesale Lumber

Northern and Southern Hardwoods

Beech and Maple Timbers a Specialty

## A. M. Turner Lumber Company

Everything in lumber. We buy hardwoods  
as well as sell them. If you have anything  
to offer, please submit same to us. : :

## LINEHAN LUMBER COMPANY Hardwoods

SPECIALTIES--OAK  
POPLAR AND CHESTNUT

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

## Hardwoods a Specialty

FOR SALE

POPLAR	CHESTNUT	PLAIN OAK
125,000' 4 4 1s and 2s	200,000' 4 4 Sound Wormy	60,000' 4/4 No. 1 Com.
40,000' 4 4 No. 1 Com.	80,000' 5 4 Sound Wormy	18,000' 4/4 No. 2 Com.
325,000' 4 4 No. 2 Com.	100,000' 6 4 Sound Wormy	QUARTERED OAK
225,000' 4 4 No. 3 Com.	48,000' 8 4 Sound Wormy	2 cars 4 4 No. 1 Com.
150,000' 4 4 Mill Cull		1 car 4 4 No. 2 Com.

OAK TIMBERS SAWED TO ORDER  
WRITE FOR PRICES.

CHEAT RIVER LUMBER COMPANY, Pittsburg, Penna.

## Babcock Lumber Co.

MANUFACTURERS OF  
PENNSYLVANIA  
HARDWOODS

23,000,000 FEET ANNUALLY

LONG ON MAPLE  
AND CHERRY

MILLS AND OFFICE  
ASHTOLA, PA.

## OAK POPLAR CHESTNUT

Our  
Specialties

GET OUR PRICES BEFORE BUYING

American Lumber & Mfg. Co.  
PITTSBURG, PA.

TENNESSEE STOCK — National Hardwood Grading Rules Used



H. B. LEAVITT, Pres. B. F. RICHARDSON, V. P. E. H. ADAMS, Secy.

# The Leavitt Lumber Co.

MANUFACTURERS

SOUTHERN AND WISCONSIN HARDWOODS

CHICAGO YARD—DRY STOCK ON HAND

1,000,000 feet 1 inch to 3 inch ..... Birch  
 1,000,000 feet 1 inch to 2 inch ..... Basswood  
 300,000 feet 3 inch ..... Soft Elm  
 300,000 feet ..... Quartered White Oak  
 300,000 feet ..... Quartered Red Oak  
 500,000 feet ..... Plain Red Oak

Besides Gum, Maple, Hickory, Ash and Other Hardwoods.

ALSO 12,000,000 FEET HARDWOOD AND  
PINE AT FREDERIC, WISCONSINMILLS: FREDERIC, WIS. Yards and Office: CHICAGO  
Center Ave., near 35th St.

## THE "FINEST" MAPLE FLOORING

**W. D. YOUNG & CO.**

BAY CITY, MICHIGAN.

Producers from TREE to TRADE of the highest type of Michigan Forest Products. Large stock of Maple Flooring and 15,000,000 feet of Hardwoods—1 to 4 inches thick—on hand.

## Maple, Birch and Beech Lumber

## "Ideal" <sup>Steel Burn ished</sup> Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

**The I. Stephenson Company**

WELLS, MICHIGAN

## MARCH STOCK LIST

MAPLE		BIRCH		BASSWOOD	
1 in.	2,000,000 ft.	1 in.	500,000 ft.	1 in.	300,000 ft.
1 1/4 "	100,000 "	1 1/2 "	100,000 "	1 1/4 "	30,000 "
1 1/2 "	400,000 "	2 "	100,000 "	1 1/2 "	50,000 "
2 "	1,000,000 "	2 1/2 "	50,000 "	2 "	75,000 "
2 1/4 "	200,000 "	3 "	75,000 "	3 "	4,000 "
2 1/2 "	500,000 "	<b>ROCK ELM</b>		<b>GRAY ELM</b>	
3 "	500,000 "	2 in.	25,000 ft.	1 in.	300,000 ft.
4 "	400,000 "	2 1/4 "	50,000 "	1 1/2 "	200,000 "
BEECH		WHITE MAPLE		ASH	
1 in.	500,000 ft.	1 in.	100,000 ft.	1 in.	500,000 ft.
1 1/4 "	250,000 "	End Piled		3 "	200,000 "
1 1/2 "	400,000 "	1 1/2 "	20,000 "		
2 "	100,000 "	2 "	50,000 "		
2 1/2 "	200,000 "				

KELLEY LUMBER &amp; SHINGLE CO., Traverse City, Mich.

INCORPORATED 1902.

## The Michigan Maple Company

WHOLESALE

**MICHIGAN  
HARDWOODS**

HENRY W. CAREY, President  
 HENRY N. LOUD, Vice Pres  
 WILLIAM P. PORTER, Vice Pres  
 WILMER T. CULVER, Secretary  
 WILLIAM H. WHITE, Treasurer  
 EDWARD BUCKLEY, Director  
 G. VON PLATEN, Director  
 MARSHALL F. BUTTERS, Director  
 HARRY NICHOLLS, Director

609-611 Mich. Trust Bldg.,

GRAND RAPIDS, MICH.

## Timber Bonds

SECURED BY FIRST MORTGAGE ON TIMBER LANDS

**H. C. Barroll & Co.**

BANKERS, First National Bank Building, CHICAGO.

## OAK FLOORING

Kiln Dried

Bored

Polished



Hollow

Backed

and

Bundled

## Wolverine Brand Maple Flooring = "THERE IS NONE BETTER" =



It is the same old story, but we want you to know what WOLVERINE BRAND will do for you, and what it will cost you. We want to do this before you place your next order. If we make you quotations, we expect the quality and prices will get your order. TRY US.

**BLISS & VAN AUKEN**

900 S. Niagara St., Saginaw W. S., Mich.

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXI.

CHICAGO, MARCH 10, 1906.

No. 10.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

FRANK W. TUTTLE, Sec-Treas.

### OFFICES

Sixth Floor Ellsworth Bldg., 355 Dearborn St. Chicago, Ill., U.S.A.

Telephones: Harrison 4960 Automatic 5659

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## COMING ASSOCIATION MEETINGS.

### National Hardwood Association.

The ninth annual convention of the National Hardwood Lumber Association will be held at the Gayoso Hotel, Memphis, on Thursday and Friday, May 3 and 4.

### Special Meeting Wisconsin Association.

A special spring meeting of the Wisconsin Hardwood Lumbermen's Association will be held at Marshfield, Wis., on Tuesday, March 27, at 2:30 p. m.

## General Market Conditions.

The hardwood market situation is still marked by very strong buying. In general, however, this feature does not extend to contracts for future delivery, but is for lumber that can be secured either immediately or within a period of a few weeks. There are exceptions to this situation, notably in Michigan and Wisconsin, where large quantities of maple, basswood and birch have been sold for delivery throughout the season.

In general, jobbers, retailers and manufacturers are buying freely for immediate wants, but they are practicing conservatism and not making purchases for remote periods. There seems to be a general sentiment among all classes of the buying trade that values on a good many hardwoods have reached the maximum figure and that they are taking but little chance in avoiding advance purchases by reason of increased prices.

Plain oak in both red and white still remains the strongest feature in the market, and prices have advanced to actual list in practically all the consuming territory. An offering of common and better oak nowadays is rarely heard of at less than full list price. Chestnut follows, notably in the East, a strong second to oak. Quarter-sawed

oak is in somewhat better demand than it has been for a long time, but the consumption is conspicuously light, owing to the competition of veneers and made-up panels.

The entire range of northern woods are in good call at slightly increased prices, while a large portion of the minor southern hardwoods are pretty well cleaned out of the market. This is notably true of white ash and hickory.

There seems to be a constantly increasing call for both red and tupelo gum. Methods of manufacturing these woods are constantly being improved, and they are now coming on the market in very satisfactory shape. Both woods are being used for an infinity of purposes where other kinds of lumber were formerly employed, and generally consumers are well satisfied with their experiments. The adaptability of both these varieties of gum to such a great number of purposes is steadily broadening the field of distribution.

Poplar and cottonwood are still in demand close up to green stock, and there is a tendency toward slightly advanced prices, rather than the contrary.

The high price demanded for the higher qualities of American hardwoods, both at home and abroad, and the relatively low price of mahogany seems to be stimulating the demand for this wood. At this time more mahogany is going into consumption in the car, house finishing and furniture trade than ever before in the history of the business. The high appreciation in which black walnut is held, particularly in the German markets, together with the high prices of other woods of inferior character, is helping the foreign demand very materially, and the general trade in the wood is good. Save for the manufacture of specialties comparatively little black walnut goes into consumption in this country, owing, oftentimes, to the impression that there are no considerable sources of supply remaining. This idea is a false one, since well toward forty million feet of black walnut was produced in the United States during the past fiscal year. Cherry is another of the high-class woods that is gaining in appreciation for many purposes, along with its gradual extinction. The demand is steady and the price is ranging high.

There is a constantly increasing output of both sawed and rotary cut veneers and laminated woodwork to keep pace with the demand for these materials. Veneer men generally are learning that they have been figuring too close on the cost of their products, and are now attempting to establish a somewhat higher range of values. It is undeniable that the range of veneer values has not kept pace with hardwood prices, and higher prices for this line of goods will undoubtedly of necessity prevail.

The hardwood flooring plants are all busy and the January advance made on maple flooring is being well maintained. Even at present prices most buyers regard maple flooring as the cheapest material in the market, quality considered. Prices of oak flooring are gradually crawling up, in sympathy with the advancing prices of oak lumber.

On the whole the hardwood situation is very strong, without a cloud in the horizon that would indicate any possibility of lower prices or decreased demand.

## The Forester's Change of Front.

An analysis of logical forestry movements was embodied in an address delivered by George F. Craig of Philadelphia, chairman of the forestry committee of the National Wholesale Lumber Dealers' Association, at its annual meeting in Washington last week. This paper will be found in the report of the proceedings of this con-



vention in this issue of the *Hardwood Record*. It was a most practical and logical document from the lumbermen's standpoint on this great an interesting subject and reflected much credit on its author.

Following Mr. Craig's report was an address by Hon. Gifford Pinchot, chief of the Forest Service of the Department of Agriculture, that was remarkable in showing the wonderful change in front that has been made by the theoretical foresters of the United States.

As Mr. Pinchot is practically the head of the forestry movement in this country it can be assumed that he voices the opinion of the greater number engaged in this work. Mr. Pinchot has come to the opinion that tree planting and tree growth under present conditions of legislation are not a profitable or safe venture for the individual. But such work should be undertaken by the state or general government. He believes that the work of the practical forester, and especially of the Forest Service, is to assist timber owners and lumbermen in plans to conserve their forests, and to show them by the result of practical experiments how to effect forest and sawmill economies. He believes in the perpetuation of the forest by using less of it in delivering the same quantities of manufactured lumber or minor forest products. He believes that proper state and national legislation should be enacted so that denuded forest areas may be regrown with valuable timber by means of the encouragement offered by nominal taxation for a long period of years, and by enactments insuring protection from fire and other depredation.

This is a great step forward in the forestry movement, and under the intelligent and efficient management of Mr. Pinchot the work of his department of the government is commanding the respect of the entire lumber trade of the country, and very soon it will have the coöperation of every intelligent man connected with the lumber industry.

### Are Hardwood Values too High?

During periods of commercial prosperity all commodities do not share alike in price advancement. This fact is notably true concerning lumber, and has been especially noticeable during the exceptionally prosperous times of the last few years. In the matter of getting a line on lumber values little that is corollary to other commodities is seen. For years steel and iron in their various forms of production have been standardized. This is likewise true of other important manufactured products. A base price being established, each item of greater or less value in the scale is advanced or declined, according to its relative value. Thus when a base price is determined the value of all other items is equally well known.

During the years since the lumber business has become a great commercial pursuit substitutions of one wood for another for given purposes has been constant. With diminishing supplies of white pine, norway, spruce and hemlock became substitutes to a marked degree. With the diminishing quantities of these latter named woods came the introduction of the yellow pines, and latterly the conifers of the Pacific coast have commenced to play an important part in the general building consumption of the country. Ordinarily the chief argument and incentive for the substitution of one wood for another has been the lesser price at which the new material was offered. The same process of substitution has also gone forward in the hardwood trade. Oak has been substituted to a marked degree by black and white ash, chestnut and latterly by red gum. For the uses where poplar or whitewood was formerly exclusively employed we now see vast quantities of cottonwood, basswood, red gum, tupelo and black gum going into consumption. This is true to a more or less marked degree of nearly or quite all of our hardwoods.

With the changing conditions noted in uses and consumptive demand the trade has apparently entirely lost sight of a basic value by means of which the worth of woods could be accurately judged, and as a result many lumber commodities in both soft and hard woods have grown in price out of the relative proportion to which their intrinsic merits entitle them. Singular as it may seem, the paper-making trade has had a deal to do with the price of lumber. For many years past in the New England country spruce "frames" have been the standard material for house building. Pulp-making has become one of the important industries of the country, and the base for the larger proportion of paper-producing material is the

spruce forest. To-day it is a fight to a finish between the spruce lumberman and the spruce pulp-maker as to who shall have the remaining spruce forests of the land. The paper-maker esteems spruce as preëminently the best material for his purpose, and he insists that satisfactory lumber for any purpose can be produced from woods other than spruce. It therefore happens that the value that the pulp-maker places upon spruce timber to-day fairly controls the price of spruce lumber. The values probably are high, but to a great extent they establish not only the price of spruce but of all other common lumber going into general building construction in the East.

In New York City the current price at which spruce dimension is sold runs from \$22.50 for 2x4 to \$27 for 9, 10 and 12-inch sizes, 20 feet and under in length, and upwards according to size and length. At the same time the base price for hemlock dimension in that market is \$22. In New York the yard men pay \$24 a thousand for 2x4-16 and \$26.50 for 2x4-18 and 20 feet. The price on 1x12 merchantable hemlock in that market is \$26.

According to the values of other standard commodities perhaps these prices are not too high, but one must bear in mind the relativity of values, and if these values are justified by conditions should any fault be found with a price of from \$50 to \$52 a thousand for inch plain-sawn first and second white oak? Taking the entire range of hardwood values as compared with the prices of standard building woods it will strike the unprejudiced that hardwood manufacturers have not achieved within twenty-five to forty percent of a just value for their commodities. There is no one who will logically analyze the subject of corresponding values who for a moment can justly say that hardwood values are too high.

In this brief article no reference has been made to relative stumpage values, the much higher cost of manufacturing hardwoods, the lesser percentages of good and merchantable lumber, or to any other features that should, if anything, determine higher relative values for hardwoods than for soft woods. From every viewpoint all hardwood values are remarkably low as compared with those of the building woods.

### Improved Conditions in the Dimension Business.

Advices from more than a score of hardwood dimension manufacturers throughout the country are substantially to the effect that when they entered upon an analysis of methods of production and values of this material, at the instance of the editor of this publication, they had many misgivings as to the successful outcome of an attempt to standardize sizes and prices. Even in the fact of invidious comments by many consumers of this class of stock, that the prices promulgated were ridiculously high, they have succeeded in maintaining a large volume of business than ever before at the full list determined upon.

Another feature of this movement which is more singular is the fact that since this movement was inaugurated there apparently is more inquiry and demand for hardwood dimension material than ever before in the history of the trade. Heretofore manufacturers of various commodities who could have used dimension to advantage have hesitated to place orders for it, since they feared that they could not depend upon sources of supply where the price was made so low that they knew producers could not execute their orders for any length of time and be insured a permanent source of supply. There have been received at the office of the *HARDWOOD RECORD* during the past two weeks more inquiries from prominent manufacturers for the names of makers of various classes of dimension material than in any previous six months of its existence. These inquiries demonstrate beyond peradventure that the furniture, wagon and other trades which could employ larger quantities of dimension material are not only willing but anxious to secure additional quantities at the prices established by the new dimension branch of the Hardwood Manufacturers' Association. This acquiescence in the price schedule and manifest interest in securing supplies augurs well for the future of the hardwood dimension business.

### The Foreign Trade.

For the first time in many months are highly favorable conditions reported on American woods in the foreign markets. This is especially true of the English trade, and attention is particularly called to the report made by the *RECORD's* London correspondent in the miscellaneous news section of this issue.

# Pert, Pertinent and Impertinent.

## A WOMAN'S CHOICE.

Life brought two blossoms for her choosing —  
one,

A fair white lily fresh with morning dew;  
And one a rose nurtured in fuller sun,  
Fiery of scent and hue.

"The lily, choose," said Life, "and like a dream  
Thy days shall glide beneath a peaceful spell;  
But choose the rose thou shalt have pain su-  
preme,  
And bliss no tongue can tell!"

The lily or the rose! Ah, must she miss  
Passion or peace? Sighing, she raised her head  
And took from Life love's flower of pain and  
bliss—  
"Give me the rose!" she said.

### Luck.

Opportunity's  
stock company has  
Luck as leading lady.

### Power to Please.

The power to please  
is a tremendous asset  
invaluable in every  
man's business.

### Experience.

One experience is  
worth more than ten  
theories.

### Work Worth While.

Honest, conscien-  
tious work is an  
asset that pays com-  
pound interest.

### Good Side Line.

A clean, vigorous,  
healthy life is a  
mighty good side  
line to carry.

### Little Wrong.

There is very little  
wrong with the man  
who minds his own  
business.

### Enthusiasm.

Enthusiasm is one  
of the greatest forces  
in commercial pur-  
suits.

### When to Talk.

When you have  
something worth say-  
ing it is a good time  
to talk.

### Extravagance.

Extravagant habits  
are among the things  
that are much easier  
to acquire than to  
get rid of.

### Even That.

Dinners are good things,—after a good  
dinner one can even forgive his wickedest  
competitor.

### Policy.

Allow your wife to have the last word  
and the row will soon end.

### Always.

The fish which escapes from the hook is  
always the largest.

### Weak Spots.

A lumberman who loves "wet goods"  
has no business to kick when his wife's  
bill for "dry goods" comes in.

### Shunned.

Misery loves company, but is a d—  
poor entertainer.

### Usually.

The builders of most air castles live in  
tenements.

### Proverbial Curiosity.

The world's feminine creatures never tire  
of trying to find out how the masculine  
ones live.

### Stand Alone.

Don't depend upon your ancestors' repu-  
tation; have one of your own.

### Stop and Think!

A father is fooled by his boy as often as  
the mother is fooled by the father.

### Poverty.

Simply because a  
man is poor financial-  
ly is no excuse for  
his being poor moral-  
ly.

### What Counts.

What you do is the  
thing that counts to-  
day, not what you  
have done, intend to  
do or can do.

### Belief in Self.

A man who does  
not believe in him-  
self can hardly hope  
to win the confidence  
of others.

### One Kind of Fool.

One kind of a fool  
is the man who waits  
for the bartender to  
tell him he has had  
enough.

### Memory.

Memory is the  
diary that chronicles  
things that have  
never happened and  
couldn't possibly  
have happened.

### Getting into Society.

To get into good  
society now-a-days, it  
is either necessary to  
feed people, amuse  
people or shock peo-  
ple.

### Never.

Veneer conceals de-  
fects, but the veneer  
maker can't make it  
cover losses in his  
business.



The Girl: This is great fun, but won't the plank break?  
The Boy: Break? Eats! It won't even bend!



# AMERICAN FOREST TREES.

TWENTY-NINTH PAPER.

## Loblolly or North Carolina Pine.

*Pinus taeda* Lam.

This species of pine is very much involved with *Pinus rigida* or scrub pine, and grows mixed with *Pinus palustris*. Its range of growth is through the southern Atlantic and gulf states, including parts of New Jersey, Delaware and West Virginia, to central Florida; westward to eastern Texas, northward into Arkansas, Indian Territory and southern Tennessee.

It is known as loblolly pine in Delaware, Virginia, North Carolina, South Carolina, Georgia, Alabama, Florida, Mississippi, Louisiana, Texas and Arkansas; as old-field pine in Delaware, Virginia, North Carolina, South Carolina, Georgia, Alabama, Florida, Mississippi, Louisiana, Texas and Arkansas; as rosemary pine in Virginia and North Carolina; as long-straw pine in parts of Virginia and North Carolina; swamp pine in Virginia and North Carolina; spruce pine in parts of Virginia; Indian pine in North Carolina; foxtail pine in parts of Maryland and Virginia; cornstalk pine and black pine in other sections of those states; meadow pine in Florida; bull pine in the gulf region; black slash pine in South Carolina; longshucks in parts of Maryland and Virginia; longschat pine in Delaware; slash pine in sections of Virginia and North Carolina; North Carolina pine in various markets of the north and south, while in English literature the tree is often referred to as frankincense pine and torch pine, torch being the meaning of *taeda*.

The loblolly pine is a large tree, attaining a height of from fifty to one hundred and fifty feet, according to its surroundings. Only in forests does it grow exceedingly tall. It reaches its maximum development in eastern North Carolina.

The flowers appear about the last of March; the staminate ones growing in short spikes, while the pistillate are solitary or sometimes clustered. The leaves are long needles, measuring sometimes nine inches in length; they are deep olive-green and somewhat stiff and glaucous, and grow three in a bunch. The fruit of loblolly pine is a cone, light reddish-brown in color, with thin scales terminating in short prickles. The scales relax and discharge the seeds during the fall or winter, the cones remaining on the branches for another year. The seeds are light brown, having an uneven

conspicuous pair of tiny lustrous wings.

The wood is light and not strong; very brittle, coarse-grained and perishable. A cubic foot of loblolly pine weighs approximately thirty-three pounds. In appearance the heartwood is orange, while the sap is lighter, often nearly white. The bands of summer cells are broad, very resinous, and

true shortleaf or longleaf pines. A deep, fairly loose sandy or light loamy soil, with a uniform supply of moisture and a moderate amount of humus, suits the species best. There the trees produce long clear stems and foliage that is dense and more persistent than in other situations.

In the thickets, where the soil is subject to frequent flooding, the growth is retarded. On stiff, heavy soils, which prevent the formation of a deep root system, and on poor sand, the height growth is below normal, the trees developing short or crooked boles and large, branchy crowns.

He further says that the occurrence of loblolly pine on a wide range of soils is due primarily to the capacity of its root system to adapt itself to most varied conditions. The tree forms, on deep sandy or light loamy soils with a moist subsoil, a taproot penetrating several feet into the ground. On soils in which the tree is capable of establishing such a root system as this, it is most resistant to winds, but in other situations it is often overthrown.

Loblolly pine is decidedly intolerant of shade, though it requires, especially in its youth, less light than the longleaf and shortleaf pines. The tree forms a loose, open crown, to all parts of which sunlight has access. During the first stages of its development it can endure overshadowing for a time, especially if the soil is good or moist, but after one or two decades it becomes very sensitive to shade, either from above or from the side. The shade which loblolly pine can endure during its early life enables it to secure ground inaccessible to the longleaf and shortleaf pines, and accounts for its being found more frequently than any other pine in some states, in stands of varied age and in mixture with hardwoods. It also explains why the dense young stands of pure loblolly can maintain themselves until they are thirty or forty years old.

The area of growth of loblolly or North Carolina pine is one of the oldest if not the oldest lumber producing section of the United States. The timber of this variety that was opened up by lines of railroad or river transportation was supposed to be well nigh exhausted before the Civil War. Since that time other virgin tracts have been penetrated, but the vast quantity of North Carolina pine sawed for more than a quarter of a century has come from second



TYPICAL VIRGIN FOREST GROWTH ROSEMARY OR NORTH CAROLINA PINE

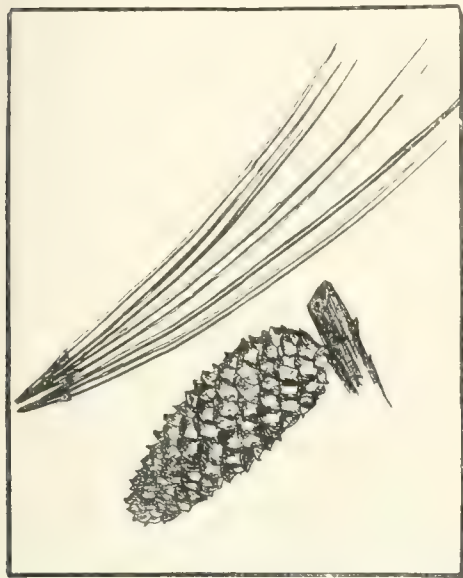
conspicuous; the medullary rays numerous but obscure. Turpentine is occasionally distilled from this species.

Raphael Zon, of the forestry service, in a valuable bulletin, says that although loblolly pine is naturally found on soils widely differing in fertility, structure, and drainage, for its best growth it requires better physical and chemical qualities than do either the



and third and perhaps fourth growth.

The botany of this wood is very much involved, and the tree is interbred with types of a similar character, so that it is almost impossible to make any botanical classification which will cover all the variety known as North Carolina pine. The original growth was first known as rosemary, but now we have old-field pine, straw pine, slash pine and a great many other local names for it. The first named comes from the fact that



FRUIT AND FOLIAGE NORTH CAROLINA PINE.

the tree often springs up on fields exhausted for agricultural purposes. North Carolina pine has wonderful recuperative powers; in fact, the greatest of any wood in general commercial use growing in the United States. Under favorable conditions it will show an annual accretion of six per cent, and perhaps

even the average growth will show more than four per cent. No logical forestry methods have ever been practiced in its regrowing. Stock has been permitted to run at large through it, ground fires have devastated it, and it has always been grossly neglected. In spite of all this, it has reproduced itself at a rapid rate, and the output of the lumber is actually increasing rather than diminishing as the years go by. Under conservative forest management North Carolina pine promises more to investors from a forestry standpoint than any other wood in the United States. Today the run of logs, in contrast with the large smooth timber of the old days, is pretty small and rough, making the average quality very much lower than formerly.

The early methods employed in the manufacture of loblolly were very unsatisfactory. The lumber was produced by small ground mills, and as the wood was prone to stain and blue, it came upon the market in very undesirable shape and even to the point of dote. Kilns were introduced (originally smoke kilns), which improved the product materially, but with the more recent introduction of steam and hot air dry kiln methods the lumber now goes upon the market in just as good physical condition as any of the yellow pines. A good deal of this lumber is exported, but the largest consumption is along the northern and eastern seaboard, where it is employed very generally for flooring, ceiling, sheathing and to a very large extent in box making. A comparatively small portion of the wood goes into dimension material, and a very little into lumber. However, some markets, notably Baltimore, employ North Carolina pine almost exclusively in house building, for sills, joists, studding, rafters and sheathing. Philadelphia is another large consuming market which uses

North Carolina pine for this purpose quite extensively. For rough use in New Jersey and Maryland it is almost universally employed.

The large picture accompanying this article is typical of the virgin growth of the Carolinas, and is from a photograph made by the editor of the HARDWOOD RECORD near



STAND OF OLD FIELD GROWTH NORTH CAROLINA PINE.

Georgetown, S. C., on the property of the Atlantic Coast Lumber Corporation, Ltd. The smaller picture of old-field pine is from a photograph made in southern Virginia near the North Carolina line, on one of the properties of the Wiley, Harker & Camp Company of New York.

## Hardwood Interests of St. Louis.

No single factor has entered to a greater extent into the development of the St. Louis hardwood industry than the effort, both organized and individual, of local dealers. Because these dealers have made the most of their opportunities is largely the reason that St. Louis is today the greatest distributing center for hardwoods in the world. True, the splendid geographical location with reference to the great producing districts, coupled with the unsurpassed transportation facilities, make St. Louis the logical gateway for the hardwoods of the South; but to the local dealers must be given the full measure of credit for keeping this gateway teeming with traffic, by their energy and foresight.

A history of a nation is a history of its people, and a history of the hardwood industry is a history of the men who deal in that commodity. Of the men who have been largely instrumental in elevating the Mound City to its present exalted position in lumber history, too much praise cannot be spoken.

St. Louis enjoys a world-wide reputation of being a dependable market the year round for all kinds of hardwoods. This reputation has not been defended, especially during the past year, without some effort. With the continual shifting of the producing centers, the dealers of St. Louis have gone into the untraveled highways and byways of the South until the hum of their mills is heard today wherever a stick of hardwood timber stands. Not only have the men of the Mound City been zealous in locating stands of hardwood timber and planting mills to harvest the same, but they have kept their mills busy pouring a steady stream of lumber into St. Louis, regardless of possible overproduction. This, more than any other factor, perhaps, has made the city what it is—the champion hardwood distributing center of the world. In this the hearty coöperation of the railroads, which followed the blazed trail of the “cruisers” into the forests with their tracks of steel has been of inestimable value.

The hardwood fraternity of St. Louis may be said to include two classes of dealers: those who maintain local yards, and those who operate from St. Louis offices, shipping direct from the mills in the South. There are approximately sixteen large hardwood yards in the Mound City at this writing, and every one of them is well stocked. The visible supply in these local yards at practically all times of the year is close to 200,000,000 feet. Besides, many of the shippers who maintain yards in St. Louis also keep well stocked yards in the producing districts. These, coupled with the yards in control of local dealers, makes a practically inexhaustible supply of hardwood lumber to be drawn from St. Louis operators. It not infrequently happens that when large buyers elsewhere are experiencing difficulties in having orders filled, St. Louis stands ready to make shipments on short notice. And here enters another factor which has caused many an eastern buyer to



turn hopefully to the St. Louis market when others have failed him.

The local dealers exercise an eternal vigilance over the railroads so that a serious car famine is practically unknown. The Merchants' Terminal, controlling the St. Louis end of twenty-three great railroad systems, lends hearty coöperation to the lumbermen in supplying cars. Vast quantities of hay, grain, stock and lumber come into St. Louis daily, depositing hundreds of empties which the companies are only too glad to have reloaded for shipment, as this obviates unprofitable haulage of empty cars. As a rule, from six to twelve hours is all that is required to get a car from the Merchants' Terminal onto a lumber switch. The lumber yards lie on the north and south ends of the city along the Merchants' Terminal Belt, and each yard is plentifully provided with spurs.

There are twenty-three great railroad systems in St. Louis, as follows: Chicago &

has little difficulty in getting lumber in and out of St. Louis. In this connection it is interesting to note that last year the railroads brought, approximately, 150,000 cars of lumber into St. Louis.

In speaking of St. Louis transportation facilities, that famous old water-way which Mark Twain has immortalized should not be omitted. A score or more years ago the swift current of the Mississippi conveyed millions of feet of timber annually from the great northern forests to St. Louis, where two or three large sawmills were located. In those days that city was the natural distributing center for all the northern lumber consumed in the lower Mississippi and Ohio valleys. White pine was almost universally used, such a thing as utilizing the southern forests not being thought of. The position of St. Louis in lumber history is therefore unique in that it now controls the larger part of the southern shipments

of this mighty river is about over. No more will its 18,000 miles of navigable waterway be the outlet for the forest products of the valley. Still, the Mississippi has not lost its value to the lumber dealers of St. Louis. It exercises a most salutary influence over the railroads, tending to prevent extortion in freight rates. Another influence of the river has been the centering of many trunk lines at St. Louis, it being important in the old days for railroads to bring various commodities to the Mound City for distribution by water and to gather up the commodities which had been brought to St. Louis by boat. This centralization of railroads has given the city direct connection with the whole country and has made it a logical center for rail transportation as it was in the old days of river transportation.

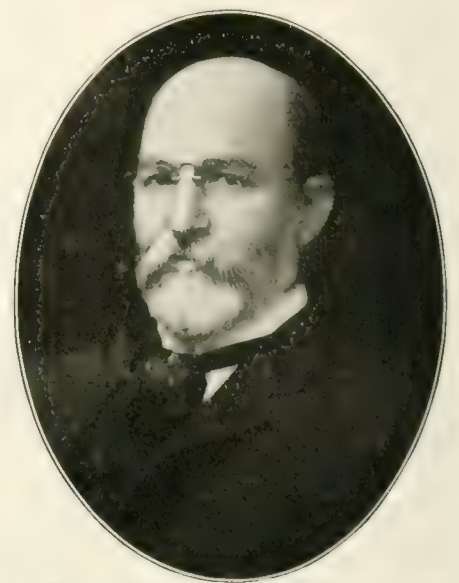
While the white pine business flourished, something like thirty years ago, some of the dealers began to get calls for hardwood. A



WILLIAM DRUHE, PRESIDENT DRUHE HARDWOOD LUMBER COMPANY



GEORGE E. W. LUEHRMANN, PRESIDENT CHARLES F. LUEHRMANN HARDWOOD LUMBER COMPANY.



J. S. GARETSON, VICE PRESIDENT GARETSON GREASON LUMBER COMPANY.

Alton (Missouri Division); Missouri Pacific; Frisco; Wabash (West); Chicago, Rock Island & Pacific; Missouri, Kansas & Texas; St. Louis Southwestern; St. Louis, Iron Mountain & Southern; St. Louis, Iron Mountain & Southern (Illinois Division); Illinois Central; Louisville, Henderson & St. Louis; Louisville & Nashville; Mobile & Ohio; Southern; Baltimore & Ohio Southwestern; Chicago & Alton; Cleveland, Cincinnati, Chicago & St. Louis; Vandalia; Wabash (East); Toledo, St. Louis & Western; Chicago, Peoria & St. Louis; Chicago, Burlington & Quincy; St. Louis, Keokuk & Northwestern; Chicago & Eastern Illinois.

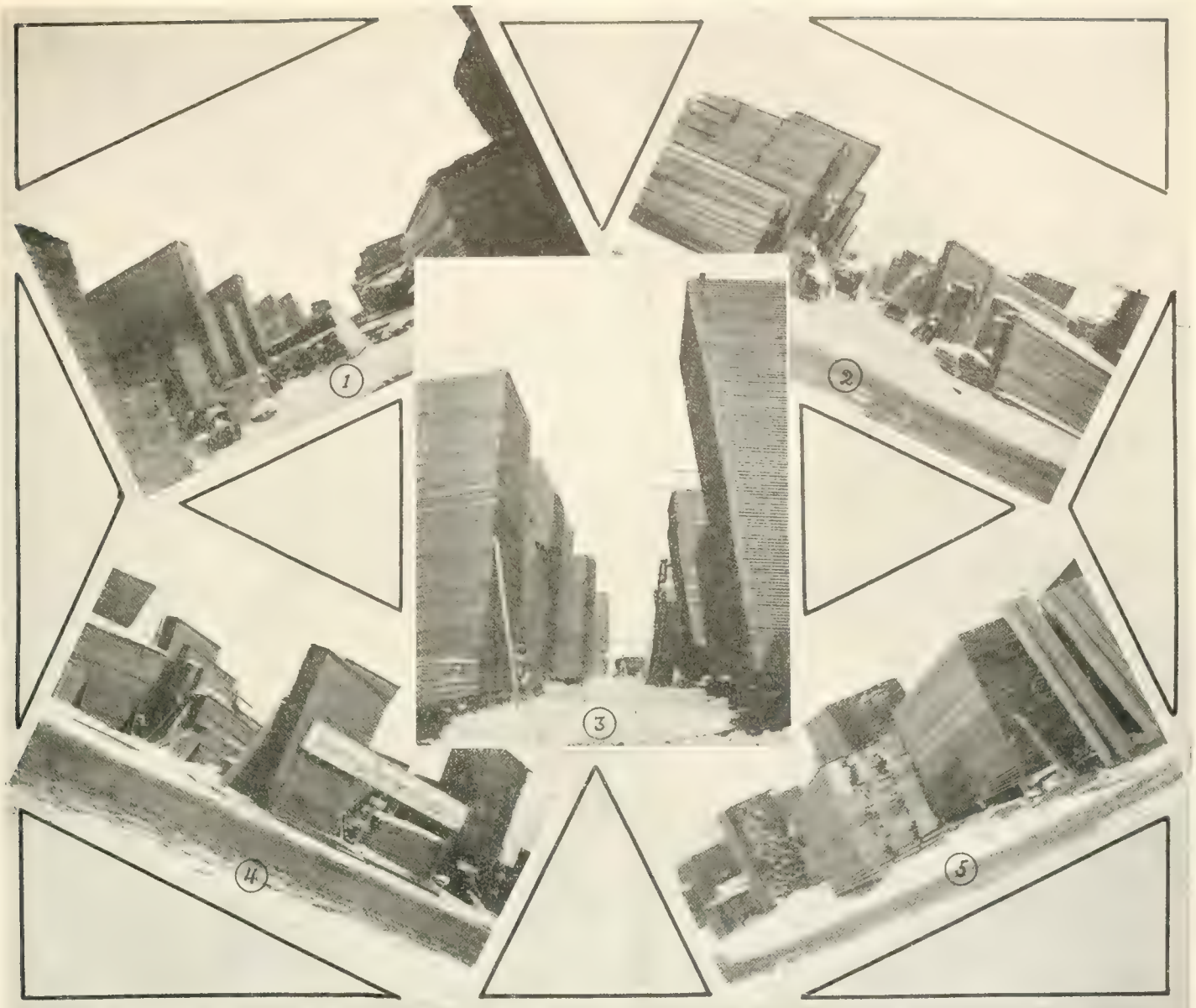
In shipping east, dealers have the choice of the B. & O., Big Four, Vandalia, C. & A., C. P. & St. L., C. & E. I., Southern and Burlington; for shipments north the Burlington, Wabash, Rock Island, C. & E. I., C. & A., C. P. & St. L. and Illinois Central; for the west Missouri Pacific, Wabash, Burlington, M. K. & T., Rock Island and Frisco.

Out of this assortment of roads the trade

just as it did the lumber of Wisconsin and Minnesota before the great southern hardwood belt was opened.

Before the advent of the railroads, the lumber of the South was brought up the Mississippi river in barges. As the business grew, the boats became more numerous until the lumber traffic on the river was a great one. Most of the old boats that used to ply between St. Louis and the lumber centers of the South have long since laid their over-worked frames upon the mud banks to decay, but a few of the later ones are still in commission. As the railroads threaded their way into the southern forests, the river lumber trade began to dwindle away until now the receipts by water are less than 25,000,000 feet annually. While the march of progress cannot wait for log rafts to be floated downstream from the northern lumber districts, or for the flat bottom boats to make their way laboriously against the current with lumber from the South, there is a shade of sadness in the thought that the great work

few of them went out of their way to favor customers by supplying their hardwood wants, but for ten years no one thought of carrying a stock of hardwoods. It remained for William Druhe to first see the tremendous possibilities in this line. About a score of years ago he established the first hardwood yard in St. Louis, putting in a stock of black walnut, then the reigning favorite. From that time the success of the hardwood industry has been phenomenal. Within twenty years it has advanced until now there are more than a score of large shippers in St. Louis who operate local hardwood yards, with fully that many local jobbers who ship direct from the mills in the South. Among the important concerns are: Chas. F. Luehrmann Hardwood Lumber Co., Thomas & Proetz Lumber Co., Steel & Hibbard, American Hardwood Lumber Co., Wm. Druhe, Mosberger O'Reilly Lumber Co., Massengale Lumber Co., Lothman Cypress Co., Alcee Stewart & Co., Plummer Lumber Co., Bonsack Lumber Co., Waldstein Lumber



**A GROUP OF VIEWS IN ST. LOUIS HARDWOOD YARDS.**

1 AND 2. WELL STACKED LUMBER IN YARD OF CHARLES F. LUEHRMANN HARDWOOD LUMBER COMPANY.  
 3. ALLEY IN LOTHMAN CYPRESS COMPANY'S YARDS, SHOWING TALL PILES OF CYPRESS.

4. LUMBER READY FOR EXPORT, AMERICAN HARDWOOD LUMBER COMPANY'S PLANT.  
 5. ANOTHER VIEW OF LOTHMAN CYPRESS COMPANY'S YARDS.  
 6. OFFICES AND YARD THOMAS & PROETZ LUMBER COMPANY.



Co., W. R. Chavis, Hafner Manufacturing Co., Lloyd G. Harris Manufacturing Co., A. J. Lang, J. A. Holmes Lumber Co., C. F. Liebke Hardwood Mill & Lumber Co., C. E. Strider Lumber Co., Teckmeyer & Wehinger Lumber Co.

Those who come to St. Louis and ship direct from the mills are: Ozark Coöperage Co., Stoneman-Zearing Lumber Co., Valley Lumber Co., J. N. Woodbury, The F. H. Smith Co., John F. Seabee & Co., J. P. & W. H. Richardson, The Moore Co., Milne Lumber Co., L. Methudy, Willard Case Lumber Co., Berthold & Jennings.

In the early eighties it became apparent that some kind of an organization was necessary. What at first was only random talk gradually took definite form, culminating in 1890 in a mass meeting of all St. Louis lumbermen. The direct result of this meeting was the organization of the Lumbermen's Exchange. R. M. Fry was elected president,

son. The rooms are provided with all the lumber publications, at the service at all times of the members. A recent innovation of the Exchange is the inauguration of a series of monthly banquets, given at the Missouri Athletic Club, where the members discuss good things to eat as well as matters of general importance to the industry. At present the officers are: E. H. Warner, president; F. Waldstein, vice president; P. J. Davidson, secretary; J. R. Massengale, treasurer; W. A. Bonsack, J. A. Braun, W. W. Dings, J. R. Massengale, R. J. O'Reilly, J. P. Richardson, C. E. Thomas, directors.

No lumber concern in St. Louis enjoys a wider prominence and a more deserved one than the Chas. F. Luehrmann Hardwood Lumber Company. This concern was organized in October, 1890, with Charles F. Luehrmann, president, and George Luehrmann, secretary and treasurer. The concern was capitalized at \$25,000, then considered quite a comfortable sum for a lumber company. In 1899, however, the capital was increased to \$120,000, and again in 1890 to \$200,000. A year before this the senior partner, Chas. F. Luehrmann, died, and the weight of his growing business fell upon the shoulders of his son George, who had in the meantime been receiving splendid training for these new responsibilities. Under the reorganization which followed the death of the senior partner, George E. W. Luehrmann was elected president, Edward H. Luehrmann, vice president, and Thomas Fry secretary. In 1890 these three young gentlemen organized the Indiana & Arkansas Lumber & Manufacturing Company, a concern of much importance in the manufacture of hardwood lumber. This concern operates a modern mill plant, complete in every particular, at Marianna, Ark. Here a stock of 12,000,000 feet of dry and mixed hardwoods is carried at all times. The Chas. F. Luehrmann Hardwood Lumber Company manufactures about 25,000,000 feet of hardwood yearly. The company owns 500,000,000 feet of stumpage; in addition to this the company owns and operates a considerable stretch of railway which, while it is being used at present only for logging purposes, may easily be transferred at any time into a part and parcel of some large railroad system. The Luehrmann Lumber Company is a concern worth practically \$1,000,000.

By the removal of the general offices of the Stoneman-Zearing Lumber Company from Chicago to St. Louis, the Mound City gains another factor of strength in this great industry. This concern is milling 30,000 feet of hardwood at DeValls Bluff, Ark., and owns 2,000,000 feet on sticks. Both Mr. Stoneman and Mr. Zearing are lumbermen of wide experience and occupy a respected position in the lumber trade.

One of the most impressive plants in St. Louis is that of the Hafner Manufacturing Company. This concern, while doing a tremendous sash and door business, also deals

organized in 1880. The capitalization is \$150,000.

It is officered by H. F. Hafner, president; Joseph A. Hafner, vice president, and J. A. Breckinridge, secretary. Joseph Hafner is manager of the hardwood end of the business. He is a young man of excellent qualities and knows this business thoroughly. The concern operates a first-class modern mill at Sterlington, La., and carries a large stock of cypress, both at St. Louis and the mill.

The Thomas, Proetz & Cavanaugh Company, now one of the solid institutions of St. Louis, was incorporated in 1896 with a capital of \$25,000. In 1900 the name was changed to the Thomas & Proetz Lumber Company and the capital increased to \$175,000. The two moving spirits in this large business are Charles E. Thomas, president, and Edward W. Wiese, vice president, both expert lumbermen and shrewd business men. The concern carries a stock of about



GEORGE W. STONEMAN, PRESIDENT STONEMAN-ZEARING LUMBER COMPANY

William Druhe vice president, and W. E. Barns secretary. Although the Lumbermen's Exchange was an organization of the general lumber interests, the hardwood men predominated. One of the first great works of the Exchange was the promulgation of a set of inspection rules and the operation of said inspection system. This action was finally passed in January, 1891. This was the beginning of the now universal system of issuing inspection certificates, which are recognized as legal documents. It is noteworthy that this inspection system, born in St. Louis, has universally been adopted. The HARDWOOD RECORD has from time to time spoken of the influence of the Exchange upon the St. Louis market in the way of eliminating and preventing rascality and the putting of a court of refuge in cases of dispute regarding lumber. The Exchange is one of the most important factors in the industry. The headquarters are located in the Security building, in charge of Secretary P. J. David-



GEORGE E. HIBBARD, STEELE & HIBBARD  
8,000,000 feet, consisting principally of oak, ash and poplar.

The Garetson-Greaser Lumber Company, which operates from St. Louis, is well and favorably known to the lumber trade. The company owns mills at Fiske and Campbell, Mo., and also operates a large box factory at each place. While oak is a specialty with the concern, all kinds of hardwoods are also handled.

The Lothman Cypress Company is one of the largest dealers in this commodity in America. The yards of this company at St. Louis are stocked at all times with about 18,000,000 feet of air-dried Louisiana red cypress, while the yards at Stamboul, St. James and Napoleonville, La., carry jointly about 30,000,000 more in stock. William Lothman is the head of this immense concern.

The hardwood department, now a large feature with the Ozark Coöperage Company, is in charge of a shrewd, practical, all-round lumberman, Roland F. Krebs, formerly with



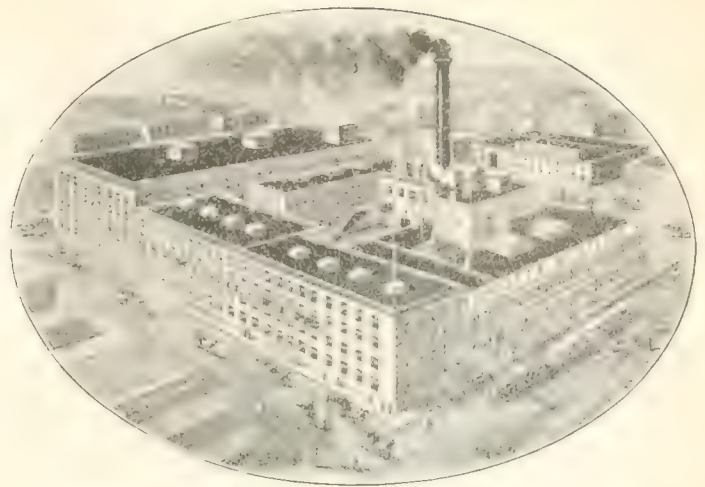




LEWIS DILL  
BALTIMORE, MD.



WORKS OF HARNER MANUFACTURING COMPANY



GENERAL VIEW PLANT SHULTZ BELTING COMPANY

Steele & Hillard. With Mr. Krebs in the saddle, great things may be expected of this concern this year.

Closely affiliated with the lumber industry is the manufacture of belting. There is not a more perplexing problem to manufacturers of lumber than this matter of belting. A bad belt can cause no end of trouble, delay and consequent expense in a mill or factory. The Shultz belt has stood the test of years and has never been found wanting. The Shultz factory is one of the large institutions of St. Louis. It has a floor space of 130,500 square feet and is equipped with every new

and practical device for making leather belting. Mr. Shultz is universally regarded as one of the best tanners in the country. He has invented many useful machines now generally used in the leather trade. In the manufacture of Shultz belting nothing but the heaviest packer steer hides are used. The leather is prepared by Mr. Shultz' own special process. By a new and wonderful machine all tendency to stretch is taken out of the belt. The Shultz sable rawhide belting has a world-wide reputation founded upon years of use in some of the largest plants in the United States and in every country where belting is used.

to some of Scotch-Irish extraction, settled. The town has an historical significance all out of proportion to its size, and it has been the birthplace of many a sterling patriot celebrated in song and story. A boy could not fail to imbibe loyalty and patriotism from its traditions quite as much as he did virile, physical strength from the wind that blew across from the Blue Ridge mountains. It was here that Lewis Dill's boyhood and youth were spent. Here he went to the public school and was graduated from Frederick college when he was seventeen years old. At this early age he realized that the commercial strength of our country was the greatest link in its chain of prosperity, and as soon as he left school he secured a position as clerk in a large jobbing house in Baltimore.

Ability, energy and ambition soon carried him to the bookkeeper's desk, and then it was but a short step to the position of office manager. Ten years later, when the business was closed out, the responsible task of its liquidation was intrusted to Mr. Dill, then only twenty-seven years old.

After the affairs of the company were settled, Mr. Dill was employed in the lumber office of Samuel P. Ryland. He soon mastered the details of the new business and it was not long before his ability as a salesman became well known as he traveled between the mills and the eastern markets for Mr. Ryland.

In 1887, with Louis C. Roehle he formed a partnership under the firm name of Dill & Roehle, and for ten years they conducted a most successful lumber business. At that time failing health caused Mr. Roehle to retire from the firm and since Mr. Dill has conducted the business alone as Lewis Dill & Co. For years this firm has been the leading factor at Baltimore and Washington in the car market trade of the East.

Before being elected to the presidency of the National Wholesale Lumber Dealers' Association, Mr. Dill was for three years a trustee of that body, was first vice president and had been prominent in the work for

## Builders of Lumber History.

NUMBER XXIII.

### Lewis Dill.

(See *Portrait Supplement*.)

When the National Wholesale Lumber Dealers' Association compliments one of its members by making him president of that body and reelecting him at the end of his first term of office it is evident that the recipient of the honor has shown other qualifications for the office than the abilities of the average successful business man. The head of that organization, which holds such a distinctive position in the lumber industry, must be a man of broad mind, strong character, diplomatic adaptability and social inclination.

The large membership of the National Wholesale Lumber Dealers' Association and its long life as a working body, in which legal services, credit information, arbitration departments and other important functions have been well administered, make the duties of its chief executive more than nominal. Consequently it was a particularly happy choice which last year made Lewis Dill of Baltimore its president and this year reelected him to that office. Besides being a most successful lumberman, Mr. Dill has made himself familiar to a large proportion

of the membership of the association as an active worker in lumber associations and a public-spirited citizen.

For fifteen years Mr. Dill had been annually elected to the board of managers of the Baltimore Lumber Exchange, one of the most progressive organizations of its kind in the country. In 1897 he was elected president of the body and during his first term increased the membership from thirty to seventy firms, and made it include nearly all dealers in the city and vicinity. His most thorough and advantageous administration was continued for five years. The high esteem in which he is held by his fellow members was voiced by Norman James, who came after him as president of the Exchange: "To Mr. Dill, more than to any other man in the trade at Baltimore, or for that matter, more than any ten men, is due the credit for the standing of our Exchange. He has been for years its most energetic worker, an inspiration and stimulus to the remainder of the members to follow him in the good work."

Mr. Dill was born Sept. 19, 1859, in the little town of Frederick, Md. Here in the early days of the Revolution his forbears,



ment, ports. He is also a director of the Lumber Trust Company of New York, and a member of the Board of Lumber Universities of New York. President Dill has carried on the executive work of the organization with the same energy and ability and all through the year just passed his indomitable zeal combined with diplomatic fairness of the highest order and social and magnetic qualities above the average have made his administration a distinctive success, and his recent appointment assures to the association another year of prosperity.

Mr. Dill married a young lady from his

birthplace, and has one son, Alan Dill, a youth of twenty, who is a senior at Johns Hopkins University at the present time.

At Walbrook, a pretty suburb, where the Dill home is located, Mr. Dill is president of the Walbrook Association. He was one of the committee on improvements of the city beautiful after the Baltimore fire, and he is also an incorporator and director of the Lumber Storage & Wharfage Company, organized to build the largest piers of the city on which lumber arriving in that port will be received and handled with modern facility.

## Hardwood Record Mail Bag.

[In this department it is proposed to reply to such inquiries as reach this office from the HARDWOOD RECORD clientele as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the hardwood trade, in a succinct and intelligent manner.]

### Wagon Stock Is Quoted Green.

COLUMBUS, O., Feb. 24.—Editor HARDWOOD RECORD: We are in receipt of today's American Lumberman and note with surprise under the heading of "Proceedings of the Dimension Association" that the committee on wagon stock and dimension stock recommended and voted for dry stock. I would state that this is a mistake, as the writer was on this committee and such a thing was not thought of. The wagon stock is "green" stock and the prices are quoted green, and are the prices that are being received today by some of the larger manufacturers. We think this dry stock matter was meant for the Chair and Furniture section. This is a matter of vital importance to everyone getting out wagon stock and should be righted at once, or it will do no end of harm to the trade. We trust that you will have this corrected and not left on entirely. There is no larger manufacturer going on the wagon stock, I guess he is short and needs the wagon stock as he is going to pay for it. As the wagon stock is not drying the price and knows what stock is and the amount of loss that comes from drying same. We can get the wagon stock some way to get this matter before the trade in your paper.

PRATT-WORTHINGTON COMPANY, E. W. Pratt, Jr.

The error in quoting wagon stock "dry," which our local contemporary was also taken up by other lumber trade newspapers after reported the proceedings of this committee, was occasioned by a stenographer's error in transcribing the report. As Mr. Pratt states, wagon stock is invariably quoted green, while chair and furniture stock is sold on the basis of being dry.—EDITOR.

### Pittsburg Fuel Company.

PITTSBURG, Pa., Feb. 28.—Editor HARDWOOD RECORD: A letter had been one of our customers, who was published in their requesting information about our firm. In answer to this, we have written us direct to the information, we will be pleased to submit you any information that you may want. We have been in business for the past two years. Our office is located at 1150 1/2 Ave. in the city of Pittsburg. If you are looking for information from us we can give you same with the names and addresses of our customers, as you can come to our office and get the information that you want. We have been in business with the hardwood trade for the past two years. We are now looking for more hardwoods to add to our stock.

lishing this item before writing us. We would like to have you send us one of your papers, as we understand that it is very beneficial to people handling hardwoods; also let us know your rates of advertising. Trusting we can get together and understand each other, and that you will let us hear from you by return mail, we beg to remain, yours respectfully, PITTSBURG FUEL COMPANY LOUIS N. STURMBAH

The HARDWOOD RECORD will be pleased to publish any evidence tending to show the reliability and competency of the Pittsburg Fuel Company as hardwood dealers. Editor.

### Advance in Hardwood Prices.

The HARDWOOD RECORD is in receipt of the following communication from the secretary of the Hardwood Manufacturers' Association:

COLUMBUS, O., Feb. 26.—Editor HARDWOOD RECORD: During the past week our Valuation Committees have been canvassed regarding any changes in prices on the different woods, with the result that we are publishing a new price list, effective this date, known as List No. 2, and which makes the following changes from List No. 1, 1906:

#### POPULAR

\$2 advance on all Wide Stock, Box Boards and Better.

\$1 advance on Firsts and Seconds, 7 to 17".

\$1 advance on No. 1 Common.

50¢ advance on No. 2 Common and No. 3 Common.

\$2 advance on Squares.

\$1 advance on Bevel Siding, Drop Siding, Ceiling, Partition and Dimension Strips.

#### PLAIN WHITE AND PLAIN RED OAK

\$1 advance on Firsts and Seconds, all thicknesses.

#### CHESTNUT.

\$1 advance on 1 and 2 and No. 1 Common; Thick Sound Wormy advanced \$1 and \$2.

#### CHERRY AND WALNUT

Slight advances in 1 and 2 and No. 1 Common. Slight changes in Ash, Plain and Quartered Sycamore, Butternut, Soft Elm and Soft Maple.

#### RED GUM

\$1 and \$2 advance on Box Boards. \$1 advance on 1 and 2 Red and 1 and 2 Sap. 50¢ advance on No. 1 and No. 2 Common.

\$1 and \$2 advance on Box Boards; \$1 advance on 1 and 2 13" and up. 50¢ advance on No. 2 Common.

Every indication shows that a new price list should be issued March 15. LEWIS POSTER, Secretary.

### Getting to the Center.

The following letter is from a prominent manufacturer of oak dimension stock, and reflects some of the results attained by the recent organization of the dimension people and their affiliation with the Hardwood Man-

ufacturers' Association in the way of prices. The HARDWOOD RECORD is creditably advised by at least a score of manufacturers of various varieties of dimension material that they are readily getting an advance of fully thirty per cent over any prices heretofore received for dimension stock.

Editor HARDWOOD RECORD: Enclosed find check in payment of our account. Our congratulations to you on the success of the meeting at Cincinnati. It is working wonders. The buyers, while openly treating it as a joke, are secretly coming up and contracting at the list recommended. We know this for a fact in the fellow business.

MFG. CO.

### Spanish Cedar Wanted.

COLOGNE, GERMANY, Feb. 24.—Editor HARDWOOD RECORD: We are consumers of considerable Cuban and Mexican cedar wood in the log, which is used exclusively in the manufacture of cigar boxes. However, we are aware of the fact that quite large quantities of cedar strips are imported from Cuba to the United States and substituted for the logs on account of there being a great many advantages for shipping the strips. From this you will find it only too natural that we should try to avail ourselves of those advantages by getting into connection with a concern in Cuba or the United States manufacturing or exporting said lumber, but unfortunately we do not know any such address, and if you could give us the name of some reliable shipper whom we might apply to for shipments over here we would greatly appreciate it.

— -- COMPANY.

The writer of the above letter is evidently in the market for Spanish cedar fitches for conversion into cigar box lumber. If any of the readers of the HARDWOOD RECORD can supply this material or offer the writer any suggestions, it would be a pleasure to put them into connection with him. Editor.

### Who Supplies Golf Blocks?

NEW YORK, Feb. 28.—Editor HARDWOOD RECORD: We shall greatly appreciate your assistance in furnishing us the following information: Who manufactures golf blocks in the rough, for use by makers of golf clubs? We understand that certain concerns make a specialty of furnishing them, and desire to learn who they are if possible. Thanking you in advance for the information.—MANUFACTURING COMPANY.

The HARDWOOD RECORD will be pleased to supply the name of the above inquirer to any one who can furnish the required information.—EDITOR.

### Oak Squares Wanted.

Such of the clients of the HARDWOOD RECORD as would like to make prices on quantities of oak squares 2x2 3/4, 27 and 47 inches long, delivered at Grand Rapids, Mich., are invited to send their addresses to this office and they will be put into communication with a large prospective buyer of this material. Editor.

### Handle Factory Burned.

The plant of S. A. Wellman & Co., handle manufacturers at South Boardman, Mich., was destroyed by fire the night of Feb. 22. Owing to the high wind which prevailed, it was impossible to save anything, and as there was no insurance on plant or stock, the loss is heavy. The entire factory, including the Wellman electric light plant which lights the village, was consumed, with \$6,000 worth of handles stored in the dry sheds of the company.



# Fourteenth Annual Meeting of National Wholesale Lumber Dealers' Association.

## OFFICERS—1906-1907.

LEWIS DILL, President..... Baltimore, Md. C. H. PRISCOTT, JR., 2d Vice-President..... Cleveland, O.  
J. M. HASTINGS, 1st Vice-President..... Pittsburg, Pa. FRED'K W. COLL, Treasurer..... New York City  
EUGENE F. PERRY, Secretary..... New York City.

The fourteenth annual meeting of the National Wholesale Lumber Dealers' Association convened in the auditorium of the New Willard Hotel, Washington, D. C., at 10:30 a. m., Wednesday, March 7, with President Lewis Dill in the chair. Of the 366 members of this association, 106 concerns answered to their names as the roll call was read by Secretary Perry, and there were 194 individuals present. President Dill delivered his annual address, as follows:

### The President's Address.

#### THE YEAR'S PROSPERITY.

In the annual report of the president last year, reference was made to the status of a business prosperity which then seemed at hand. It is needless to say that all optimistic expectations have been more than realized, and that our place, as lumbermen, in the great commerce of the nation during the banner year has been a conspicuous one, and as lumbermen we have earned our full share of the increment. The leaps and bounds by which we have gone forward in all of the branches of commerce and manufacture have startled us as participants, and have caused wonder and alarm to the rest of the world.

The demand and supply in lumber during the year and the resultant effect to the trade is so well known to you as to neither require nor justify more than mere mention. Yet it may be desirable, and it will be only fair to officially mark the time and circumstances of our coming into these better days, so that in the far-off future, if some searcher after truth and the history of our great industry shall seek to find them in the written words filed in the archives of this and like associations, he will discover here, at least, an appreciation and grateful acknowledgment of the blessings we have received and for those we are about to receive.

Read in the light of today, the literature of the annual meetings for many years gone by would be accepted as supplication and prayer that we might be delivered from a profitless trading and a worse than mad competition. Now, everybody is happy. None of the members of this association and perhaps no one in the trade has today a cause for serious complaint. If in the passing the fullest measure of prosperity is not resting with our home group, the wholesaler, or with our brother the retailer, it is with great delight that we observe the long visit the general is making with our equally near relative and long time sufferer, the manufacturer. Within a half dozen years back, a paper was read on this floor, and the title of it was, "The Education of the Manufacturer." It was the product of a wholesaler's pen, and he sought to impress on this benighted brother the importance of arriving at a selling value by adding to the cost of stumpage and milling and the one dollar per thousand feet allowed for profit, various other items of cost or loss, such as depreciation, bad debts, interest, taxes and insurance. It would be interesting to know if the author has in view the preparation of any additional instructions, or if he is of the opinion still that any items of cost are being omitted which might properly be charged, in order to furnish a base.

We are all in favor of high prices and fixed high prices. Struggle with the problem as we may, we cannot get away from the fact that the increased and increasing value of stumpage and the cost of production justify the figures of to-day, and will compel them for the future. It was predicted during the early part of the year that the marked increase in prices would decrease the consumption, but those prophecies, up to the present time, have proven false. While we are going ahead at this splendid pace and while we are keeping in mind the homely proverb which says, "A shower of mush is worth nothing to him whose bowl is bottom upward," there is another adage which says, "What always has been probably always will be," and we should not forget that overproduction, the arch-enemy from whose antics we have suffered so much in the past, is often the result of prosperous times and during the coming year, perhaps even now, we may be on the crest of the wave of prosperity. At least one need not be a pessimist to utter a single word of caution.

With the many plans of offense and defense, in the interest of the trade, and in which our association is involved, perhaps none is as important or so nearly represents the principal business for us and our sister associations, whether local or national, as seeing to it now, when supply and demand are in our favor, and all other conditions favorable, as never before, that the relations of the several branches of the trade to each other be kept clearly in mind, and the established customs and channels of trading be more carefully adhered to. It is an unpleasant subject and comes as a harsh reminder in these days of easy comfort, but we believe there is especial reason to call attention to the principles involved and to restate them plainly—a better understanding and adjustment of them at this time may prove to be an anchor to windward for use and protection in a possible stress or storm in trade matters of the future.

We should fix the status of the poacher and keep it fixed, and his place should be with the scalper and illegitimate dealer wherever he may be found. The narrowness of such a view as this will be pointed out and the most vehement and acrimonious cry against it will come from the operator who is selling wherever he can and to whomever he pleases, seemingly without reason and always without care as to custom or

thorough accord and appreciation of the rights and obligations of each, and all matters can be and are being handled by the officers and through the offices of the various associations, with frankness and confidence, and naturally with good results. In so far as it lies within our power, this condition, which makes for the friendships and the pleasure and profit of the business, shall be made to continue.

The committee reports and those of the secretary and treasurer will give you in detail the work of the several departments and of the association in general for the year, and leave for me only the mention of the most important features, with a view of emphasizing them.

#### CAR STAKE EQUIPMENT MATTER.

The experiment of a midsummer meeting, tried for the first time at Ottawa in August last, was in every way a success. No more aggressive handling of association matters and no more important results have been brought about through any previous meeting. By all of us in attendance the title of princes in entertaining and in good fellowship was voted to our Canadian members and their neighbors and the assurance given them that they were without a successful competitor for the title on our side of the line.

It was at the Ottawa meeting that the Car Stake Equipment and the complaint filed by us with the Interstate Commerce Commission was commenced. Delegates from eighteen lumber trade associations were present and an alliance was formed there for prosecuting the demands set forth in the complaint, as the common cause of all. More than forty associations are now parties to this alliance, and while at the present time consideration of the matter is in the hands of the committee representing the railroad and lumber interests, and temporarily withdrawn from the commission, yet should the attempt to adjust it out of court fail, you may depend upon the men serving on your committee to follow it as a fight to a finish. The furnishing of equipment and paying of freight on the same has been an unjust and unreasonable tribute forced from us by the railroads, and when it can be figured out as being an annual tax on the industry of from eight to ten million dollars, it quite justifies all the labor and expense which has been so freely given, and all that may be called for in the future, until it is settled and settled right.

#### MEMBERSHIP OF ASSOCIATION.

The membership has increased during the year in a most encouraging way both as to quality and quantity. Seventy-two new members have been admitted, leaving, however, a net gain of only fifty-two. It may be of interest to you to know that the loss of twenty members by death, failure and retirement from business during the year is the normal seven or eight per cent, indicating that about fifteen years is the business term of life of our members. The members admitted during the year come from a score of states with the principal gain in groups or sections coming from Canada, the southern states and the Pacific coast. At the close of this year every section of the country, and probably every lumber producing state, is represented in our list of members. In the acquisitions from the Coast are several of the largest operators and influential men of that territory. A recent letter from one of them says that the dealers of the Coast are being convinced of the need of our association, and he urges that we find a way to present its advantages to those men of the far west and the coast generally, and if we do, assures us that a liberal share of all of these operators will join, and incidentally mentions that two billion feet of lumber was sent east of the Rockies during the year. If you are inclined to liberal things to a great degree, I am willing to prophesy that a meeting well attended, another midsummer meeting, held on the Pacific coast, will put us in a position which for number and grade of members and for the breadth and scope of the work possible to follow will so increase our influence and power as to make us easily and truly the "Great National Association."

#### STATISTICS.

We have felt the need of statistics which should represent the volume and value of the business, and its relation to rail and water trans-



J. M. HASTINGS, 1ST VICE-PRESIDENT  
PITTSBURG, PA.

channel for distribution. When called to account, his arguments are specious and the blame he seeks always to put on others. He is a maverick, roaming at will over our lands, drinking at the clearest streams and feeding in the best of pastures. He must be caught and branded. No association should permit him membership, and no individual should, under any conditions or at any time, permit trading with him, either buying or selling—and simple as the process may seem, you may depend upon it, if applied, his will be a short shrift.

In this connection it is a pleasure to be able to state that our association is on terms of friendly intercourse with existing associations, covering all of the branches of the industry, and that these relations with the retailers, especially the several associations representing the business in the North and East, where an active and large part of the business of the members of this association is carried on, are, in all particulars, mutually satisfactory. While no written agreement or legislation of binding character has been sought by either interest as the basis of an alliance, since the withdrawal from the Boston Agreement, yet the situation is one of



The Bureau of Information, with its collection and legal features, remains easily the great fixed department in our work. The knowledge the members have of the value of the office is shown by the fact that it is the only one of commendation received almost daily from such members, makes it a matter of regret that many have failed up to now to give their personal support to the same. The credit information supplied by it and the collections made, with the low range of charges, makes it superior to any other similar work in the industry. It is the need of their business. We ask your especial attention to the value of this department and the work it is doing for the association.

#### BUREAU OF INFORMATION

The Bureau of Information, with its collection and legal features, remains easily the great fixed department in our work. The knowledge the members have of the value of the office is shown by the fact that it is the only one of commendation received almost daily from such members, makes it a matter of regret that many have failed up to now to give their personal support to the same. The credit information supplied by it and the collections made, with the low range of charges, makes it superior to any other similar work in the industry. It is the need of their business. We ask your especial attention to the value of this department and the work it is doing for the association.



FRANK W. LAWRENCE, TRUSTEE, BOSTON, MASS.

The year has been a busy one to that department and this committee, but possibly a little more so only than for the committees of transportation and legislation, forestry and arbitration. While the men of the other committees, fire insurance, trade relations, membership, terms of sale, inspections, etc., have always been ready and willing to take up their full share, it is to the committee first named that the bulk of the work of the year has fallen. The necessity of frequent meetings on their part and the seven meetings of the executive committee and four meetings of the board of trustees have kept us in close touch with the New York office headquarters during the year. Doubtless the office force of the secretary and the secretary himself and staff at this means better than any of us, and we want to record here our appreciation of the painstaking and efficient service rendered by Mr. Perry as secretary and superintendent.

#### FINANCES.

A word should be said concerning the financial affairs also. The estimate made at the beginning of the year, to cover the necessary expenses and to include the debit balance coming from the previous year was not exceeded, and while it is less in amount than estimated, there is still a balance shown on the wrong side of the treasurer's books. The board of trustees has carefully followed the situation throughout the year and considered it from every standpoint, and the result of this consideration has been a decision to cover the deficit for the deficit for the year. With the necessary cooperation of the members, it is estimated will take care of the present debit balance and permit the work of the association to be prosecuted with vigor in the future. The authority was given by the members at the last annual meeting to levy an assessment during the year to cover the deficit. It was decided to be the better plan for the year to

and with the showing which will be made to you at this meeting it is hoped that every member will readily endorse this proposal.

#### BY LAWS

There is serious need for a careful compilation at least of the by-laws under which the association operates. Many changes have been made during past years, some of substitution and some of addition. These laws will be submitted during the meeting in revised form and unless the opportunity is presented for a careful review of them it is suggested that they be referred to a committee for study and suggestions, and that a vote by mail be had on them in the near future.

Representatives from a large number of lumber trade associations are with us as guests, and to them we extend our heartiest welcome. We want them to feel at home, with all of the privileges and none of the responsibilities of the head of the house. The floor of the convention is included in our invitation for any suggestions or address on subject of interest to the trade at large or of mutual concern to our respective organizations.

Death has not spared us. During the interval since our last meeting, Charles Monroe Betts of Philadelphia and Ernest Melville Price of New York, two earnest and loyal members, have passed to the great beyond. Mr. Price served the association as trustee and for many years was an active member of the railroad committee. We wish to place on record the great esteem in which he was held by the members and especially by those who knew him well, by those of New York, the home of his adoption, and by those of his native city, Baltimore. His faithful services, which were with a pleasing personality, will long remain in our memory. Colonel Betts, committeeman, trustee, president, prudent counselor, an able leader, great as these distinctions are, he earned the greater one of true friend and one in whose integrity the confidence reposed by his fellows was never forfeited. Our mission is necessarily brief but to the tributes paid him by his neighbors and daily associates, to the garlands they laid so tenderly on his bier, to the Christian citizen and valiant soldier, we wish to add ours of honorable merchant.

Permit a personal reference in conclusion. In turning over to my successor the office of president at the close of this meeting, whatever of time or effort I may have given together with the men associated with me in the administrative work of the year, I feel has been to my gain and this association owes me nothing, but at the close of the year leaves me your debtor. It has been a pleasure to serve with officers and members so uniformly considerate, and upon every occasion willing to assist in the work of the association. I thank you sincerely for the honor of having been your president.

Secretary Perry then read his report, as follows:

#### Report of Secretary.

The time has passed when it is necessary to explain, excuse or apologize for the existence of lumber associations, as it is conceded that an association such as ours has found a place of value, and we see the benefits of organizations to the extent that we are willing to give moral and financial support toward the upbuilding and fostering of them.

Undoubtedly the enthusiasm of the past few years in general association work is because of the visible results accomplished. We are beginning to recognize that by cooperation we are able to improve not only conditions as they directly affect us individually, but we see that that which benefits a portion of trade in a very short time works around to benefit the trade in general. Therefore, in attempting to give the usual secretary's report I must take advantage of the latitude usually accorded such a report and with your kind indulgence dwell for a moment upon the details that go to make complete the whole scheme of association work. Many wholesalers have written asking us to name the benefits to be derived from membership in this association. The work can be approached from so many different viewpoints, that it is difficult to reply without explaining the work of each department as it is conducted through its particular committee, or is covered in a general way by the executive work through the association officers. Therefore, if you will know of the benefits of association membership and what this organization has accomplished and what is open for it to undertake you must get it largely through the committee reports given here and from the literature sent out from our office almost daily.

It would be tiresome and to no purpose to attempt to cover in detail in this report the minor matters that have been handled during the past year. However, from personal observation, I know that the mass of correspondence and the general handling of matters—purely associational—has been considerably more the past twelve months than for any corresponding period in the history of the association. In fact, each

year in its history this association has been able to show progress.

While the plans adopted at last year's annual meeting and at the midsummer meeting seemed like big undertakings, we have been equal to them, as well as equal to handling the new problems that have been forced upon us in the interim, and it is my belief that the good that can be accomplished by this association is only limited by the financial, moral and personal support it may receive from its members.

The association is indebted to its officers who have so zealously guarded its interests and have so unselfishly given their time, which means money, to the proper consideration of all the questions which are presented to them, and as the association increases in numbers and in importance in greater proportion does the burden of official duties increase. I feel that it should be forced to your attention that those who are in the harness as executive committee, trustees, committeemen, etc., respond promptly as called to perform the duties laid upon them, and that these calls are becoming more frequent, absorbing no small amount of time. The rank and file seldom know, except in a superficial way, how or why the association undertakes this almost philanthropic work, or accomplishes anything of benefit for its members. It, however, is the personal element and the influence exerted by the individual that has ever been recognized as an important factor in every successful human



FRANK W. LAWRENCE, TRUSTEE, BOSTON, MASS.

effort—religious, social, educational, as well as commercial.

I feel that if you will digest the reports to be given at these meetings you will fully appreciate what can be accomplished by individual effort backed by a strong organization. I hardly need refer to the extra meeting held this year at Ottawa, where much business was planned and where we were royally entertained. At this midsummer meeting, as you know, out of a misunderstanding as to the attitude of the retail associations of the eastern states toward the members of this association, or of our attitude toward them as to the classification of the trade, there resulted a definite understanding which seems to have the hearty support of our membership, and which evidently meets the conditions and requirements of the retail trade. Details will be contained in the report of the committee on trade relations.

Carrying out the further plans formulated at the Ottawa meeting, we have also been active in the Car Stake Equipment Complaint, and, like others who have followed the hearings and conferences, are surprised at the magnitude of the proposition. At the start only a few were interested; in fact, but a limited number thought it worthy of consideration. They were, as were the railroad officials, uninformed as to the scope of the complaint and the benefits possible. It now develops that a large percentage of not only our members but many thousands of lumber shippers of all classes are vitally interested, and as a result a large amount of our time and attention has been required in this matter.

The suggestions and plans formulated at the last annual meeting regarding the railroad and transportation department carried the necessity for the closer personal attention of the secretary. The increasing business coming to this bureau indicates that the members need this bureau, and while the net results from a financial standpoint have not been quite as large as some of our more enthusiastic members have



desired. Nevertheless, arguments indicate that there is an opportunity for just such a department in our association, and I bespeak for a careful consideration on your part. I refer to this only because I wish to see it supported.

#### YEAR BOOK AND MEMBERSHIP

For years our members have had difficulty in presenting to nonmembers the aims and privileges of the association. The compilation of a statement giving these facts had often been suggested and discussed. The possibility of extending our membership into new territory quickened this demand for a more definite, concise statement; therefore, immediately following the last annual meeting, President Dill took hold of the subject and in a short time the year book was prepared, containing statements of various phases of work, together with a list of officers, committees, members, etc. That this little publication met with favor was fully evidenced by the demand for extra copies, and if "imitation is the sincerest form of flattery" the compliment is ours, in that the style has been imitated by others for similar use. These booklets were sent to all members, together with a special letter requesting that they be used to increase the membership. That the publication of the year book was well planned is fully proven by the almost immediate increase in the membership, which together with the efforts of members and other means at our disposal has brought into the association this year seventy-three new mem-

bers to continue these sections which are not in practical use and which do not properly provide for the needs of the association and suggest new rules that will be more in accord with our present needs. These prepared copies will be submitted at the meeting for your consideration.

GEORGE M. STEVENS.

The office at 66 Broadway seems to be a convenient meeting place for a large number of members and the members' rooms are in daily demand for visitors, consultation, etc. The demands upon the secretary's time this year has been probably greater than in any other year, and the variety of same has necessitated an unusual amount of traveling, while at the same time the details of association work have just as strongly demanded our attention at the office. I feel that I can report the general work of the association to be in first-class condition, and as stated before will soon call to the committee which will give a full résumé of the year's work. I thank you for the many courtesies of the year and your attention to this report.

Respectfully submitted,

GEORGE M. STEVENS, Secretary.

#### Report of Treasurer.

Treasurer Frederick W. Cole reported that the association had about \$500 in cash on hand, but there were debts maturing against the association of between \$2,500 and \$4,000. He explained in detail the cause of this deficit, stating that it was anticipated and that the financial plans at hand would speedily wipe it out.

The committee on fire insurance, of which George M. Stevens, Jr., was chairman, reported as follows:

#### Report of the Insurance Committee.

Mr. President—Gentlemen: In our report of last year your committee dwelt at some length on the organization of the several fire insurance companies fostered by this association. That report shows that in the last ten years this class of insurance has been steadily gaining the confidence of the public at large, until risks amounting to over fifty millions of dollars were carried in the companies, and this figure does not include some of the larger organizations who carry large risks on manufacturing plants.

The pamphlet issued for general distribution which forms a part of this report shows total risks carried at the present time of \$60,198,000, and we feel certain the limit is not yet reached. The pamphlet referred to covers fully the statistical feature of our report and has been prepared with a view to giving all necessary information regarding the various lumber insuring companies.

Your committee believes that the developments in the lumber trade fire insurance movement during the past year have demonstrated more clearly than those of any other similar period since the inception of the movement that trade insurance is not only an assured success, but an absolutely necessary factor in the conduct of our trade. The growth of every company in the field has been of sufficient proportions in both financial stability and business written as to leave no doubt in the minds of those interested in the furtherance of this movement that trade insurance is today an accepted institution by the lumber trade at large both as a facility of reasonable insurance as well as a protecting influence from arbitrary action by the tariff companies. The committee has made a great effort to arrive at some safe estimate in the amount of dollars actually saved policy holders by the several companies writing this class of insurance. We believe a conservative estimate would place the figure at \$1,332,000, and this does not take into consideration the saving made through the reduction of premiums by the board companies to meet the competition of the lumber insuring companies.

As an evidence of its practical working in the latter connection, the New York Lumber Trade Association during the past year compiled figures showing the amount of premiums paid by its members during the previous ten years as compared with the amount collected for losses, and presented the same to the Tariff Exchange in New York, requesting a reduction in rates. The figures showed a return of only fourteen per cent in losses of the total premiums paid during that period, on the basis of which rates were reduced by the tariff companies on lumber yards in the metropolitan district from twenty to twenty-five per cent. While the credit for this reduction is due very largely to the aggressiveness of the New York Lumber Trade Association, your committee has learned that in the success attending its efforts, the members of that association appreciate fully the fact that the business secured by all the trade companies in the metropolitan district, by which the tariff companies have lost in the neighborhood of \$1,250,000 business, was no small factor in determining the action of the Tariff Exchange.

Furthermore, your committee would also report that it finds a tardy but nevertheless ready inclination on the part of the old line companies

throughout the entire country to reduce rates in competition with the trade companies, and while this is extremely gratifying it should be borne in mind that should there eventually be any concerted action, either based on general, by the board companies in reducing rates to meet the present schedule of the trade companies, there is a minimum rate at which business can be written with safety and not expect any such action to be immediately followed by another reduction by the trade companies.

Your committee believes, however, that where our competition is met, is continued and increasing support is accorded the trade companies, further reductions in rates will follow as soon as sufficient length of time has elapsed to show by the loss ratio that such action is expedient from the standpoint of conserving the protection of the policy holder to the highest and safest degree. In expressing this view your committee fully appreciates and strongly reaffirms one of the first principles of trade fire insurance, viz., "The best protection at the least possible cost to the insured," but in attaining that end let us appreciate individually what our efforts in this direction have already brought us, and where competition is met give our companies more business and keep our expectations of further benefits from our own companies within conservative bounds and enable them to demonstrate by actual experience their ability or inability to still further reduce rates.

And, right here, your committee wishes to



W. F. FITCHFIELD, BOSTON, MASS.

bers and enables us to report a net gain of fifty-two. The full detailed statement of membership is:

Membership March 1, 1905	2,311
Applications received since	73
Rejected	1
Elected	72
Restatements and withdrawals by reason of going out of business, etc.	20

Association membership Feb. 28, 1906 366

It is well to note in passing that a gain in membership such as noted adds to the year's work much more in detail than shows on the surface, such as the appointment by your president of seventy-three committees of from three to five each, investigations, correspondence, etc., regarding each applicant, followed by the installation of such new members into our records, mailing lists and supplying them with a large number of reports, general information, etc.

#### TERMS OF SALE

I believe the time is right for special attention and action on the apparently tabooed question, terms of sale. We receive appeals, requests, threats and complaints daily from our members regarding the very indefinite basis upon which sales are made and settlements rendered. It seems to me that the question is one worthy of more serious consideration than has as yet been given it. Possibly because of my position I see and hear more about it than do others. Buyers, both wholesale and retail, say they are ready for uniform terms, and united action by the members of this association alone would accomplish it in one year, but I believe we can get the cooperation of others if we properly present it.

By LAWS.

At a meeting of the trustees it was voted to have the book of by-laws prepared in such form



HUGH MCLEAN, BUFFALO, N. Y.

make a recommendation to every policy holder in or out of this association, and that is, that they keep their yards and mills in a tidy, shipshape condition and instill into their employees the necessity of this in order not only to prevent fires but to aid in their property being properly rated. A fire drill once a week, or even once a month, would cost practically nothing, and the effective help rendered at the commencement of a fire by having your employees organized might be a means of saving your entire plant.

The records show all of the companies are doing well and have demonstrated that lumber property is a good risk at from twenty to thirty-three and one-third per cent less rate than was previously charged, but the past few years have been exceptional, as has been general business, and to say that it is good business at forty to fifty per cent less is impossible until sufficient time has elapsed to prove it by the actual experience of the companies themselves.

In conclusion, we would also reaffirm another first principle of trade insurance, viz., "the maintenance of the least possible technical form of contract between the assured and the company." We believe the use in either policy or form of any technical or indefinite clause, the meaning or purpose of which is in any way vague or possibly misleading to a layman, is a direct violation of the principle and spirit of trade insurance. We make this point more with an eye to the future than the past, in the belief that only by the use of the simplest contract and the frankest and most direct relations can the future success of this effort be attained.

GEORGE M. STEVENS, JR.  
S. H. FULLERTON,  
E. H. FULLERTON,  
R. H. BROWNMAN,  
W. D. YOUNG.

A. L. Stone, chairman of the Committee on Arbitration, made a report showing that the



work of the association during the past year and resulted in the judicious administration of most of the matters brought before it, and incidentally suggested that a great many subjects presented were controversies of a trivial character which could and should have been settled between the parties themselves.

W. W. Knight, chairman of the Committee on Terms of Sale, made a report on the status of terms of sale as practiced in various parts of the country and reported the recommendations on this subject endorsed by the National Lumber Manufacturers' Association and submitted the entire matter to the association without commendation.

The several reports were accepted and referred to the proper committees.

E. F. Pendleton of New York delivered an address on the subject of compulsory pilotage, in which he advocated the enactment by congress of the bills now pending looking to the abolition of compulsory pilotage as being not only unnecessary but discriminatory toward sail ing vessels.

On motion of H. C. Cape, vote of thanks



J. R. WALL, TRUSTEE, BUFFALO, N. Y.

was tendered Mr. Pendleton for his analysis and recommendations on the subject, and on motion of Robert W. Higbie a resolution was adopted by the association endorsing the suggestion made by Mr. Pendleton.

Pendleton's address on the condition of the subject of its finances, recommending an increase in its annual dues from \$35 to \$50 a year, on motion of the association was made to the by-laws authorizing this change in the dues.

On motion of A. L. Stone the trustees were authorized to submit to the members for adoption or rejection the following resolution:

Robert C. Lippincott, Lewis C. Slade and Robert W. Higbie then delivered tributes to the memory of the late Col. Charles W. Betts of Philadelphia and Ernest M. Price of New York, two valued members of the association who died during the past year. On motion these tributes were ordered to be printed in the Record and on motion of the association the meeting adjourned.

#### AFTERNOON SESSION

during the week that had come within his department.

#### Report of Traffic Manager.

H. R. Babcock, Chairman, Railroad and Transportation Committee, Pittsburg, Pa.

I herewith present the report of the Transportation Bureau for the past twelve months, and inasmuch as my connection with the bureau began on the first of June, I have divided the report and made one part of it to cover the period from the first of April to the first of June, and the other part of it to cover the remaining nine months.

During the year the bureau has received 127 new claims against transportation companies, the total of which amounted to \$14,392.96. The bureau has collected during this period claims to the amount of \$3,000.

During the first three months of the year there were received claims, total of which was \$3,025, and the total collections amounted to \$258.

During the past nine months there have been received claims, total of which was \$12,142.70, and there have been collected \$2,800, making an average monthly collection during the time in which I have been in charge of \$310.

The gross collections for the past four months were \$1,717, or an average of \$430 per month, on a basis of \$5,000 per year.

In all about six weeks' time has been given to the car stake and equipment matter, under direction of Mr. Perry, Mr. Ross and the chairman of the executive committee of the Car Stake and Equipment Campaign.

The attention of the bureau is called to the fact that two rates have been in force on lumber from some southern points to eastern water points, and that there is a difference of four cents per hundred weight in these two rates, the two routes being one by way of Pinners Point, Va., which is the more favorable rate, and the other way being via Alexandria, Va. This difference in rate not only has caused great annoyance to our members, but has put them to considerable expense because the roads seemed to prefer to route by way of Alexandria, unless written directions are given for the Pinners Point route. This matter has been taken up personally with the principal traffic officials of the roads at fault, and is now in a fair way of adjustment. In fact, the traffic manager of the Southern railway advises that acting on our request he will have a note inserted in his tariff so that cars must be routed via Pinners Point. If this matter is satisfactorily adjusted, as it doubtless will be, it will be of considerable benefit to our members.

More claims are presented to the bureau because of overcharge in weights than for any other one reason, and these claims are the most difficult of collection of any which come to the bureau. In order to try and induce the railroads to agree upon some basis for settlement of these claims, the bureau has endeavored to get an accurate estimate showing weights of all kinds of lumber. This estimate is nearly complete, and a list of approximate estimated weights was sent out to each of our members early in February, in which the members were asked for criticisms and suggestions. Up to the present writing we have heard from a large number of our members and we hope to have this table of estimated weights complete in a short time, after which we will use our best endeavors to secure its practical adoption by claim departments of the various roads, as a basis for settlement of these overweight claims. It may be of interest to our members to know that at the present time the railroads have no uniform plan of handling these claims; in fact, no two roads treat them exactly alike, and if it is possible to reach an agreement with the roads it will undoubtedly result in great advantage to the members.

On request of some of our members a successful effort was made to get the R. & O. railroad to reduce the rates on railroad ties. The result of that effort is that this road has issued a supplement to its tariff making the rates on ties the same as those in force on lumber, which is a reduction from fifth class to that of flat commodity rate.

In addition to the above matters, the bureau has furnished information of various kinds to our members, such as quoting rates, tracing cars and other similar kinds of information. The business of the bureau is constantly increasing, as shown by the number of claims filed with the bureau during the month of February. During that month a larger number was received from a larger number of members than during any preceding month.

Without going into details, this report now shows the most important matters which the bureau is handling, and I believe the prospects for the new year are very bright. Very truly yours,

E. J. Eddy, Traffic Manager.

#### A Report on Hardwood Inspection.

J. A. Stone, on behalf of M. M. Wall, chairman, made a report of the Committee on Hardwood Inspection, stating that during the

past year the association had worked in harmony with the National Hardwood Lumber Association along the line of establishing fair and uniform inspection. Some few corrections in the grading of almost all kinds of wood had been made, which seemed fair, and the committee believed that the rules were now brought up to date in a thorough manner. The committee deplored that New York City and Philadelphia had not officially adopted the rules of the association, and it thought steps should be taken to urge upon these two cities their adoption.

M. S. Tremaine, chairman of the Committee on Membership, made a report on this subject, which showed that the association had made a net gain in membership during the past year of fifty.

The several reports were accepted and ordered filed.

#### Two Committees Appointed.

The chair then announced the following Committee on Resolutions: Pendennis White, Robert W. Higbie, W. W. Knight, J. V. Stimson and A. L. Stone.

He also announced a Committee on Nomina-



GARDNER I. JONES, BOSTON, MASS.

tion of Trustees as follows: J. L. Kendall, F. R. Babcock, George H. Davenport, R. C. Lippincott and Alfred B. Cramer.

#### Previous Terms of Sale Reaffirmed.

A lengthy discussion then ensued on the subject of terms of sale, and it was eventually decided, upon motion of Lewis C. Slade, to reaffirm the terms of sale previously adopted by the association, which provide for sixty days' time on lumber sales; 1½ per cent discount for cash fifteen days from shipment, or 1 per cent cash discount at thirty days from date of shipment; freight in all instances to be counted as net cash.

Adjournment.

#### THURSDAY'S SESSION.

At 10:30 on March 8 the meeting reassembled. The first business offered was a report from George I. Craig, chairman of the Committee on Forestry, which is herewith reproduced. The report was received and adopted.

#### Report of Forestry Committee.

The general interest in forestry has increased to such an extent and there are in consequence now so many sources of public information on the subject that anyone seeking after the principles of this latter-day science reads as he runs.

For this reason it has seemed best to your committee to consider more particularly the practical side of the question as possible and profitable to the operating lumberman.

The work of this committee has been largely based on the correspondence among the mem-



bers, owing to an early and rather explicit intimation from the executive committee that there would be no appropriation for forestry expenses. The meetings have been confined to casual intercourse and to the conference with Mr. Pinchot and his bureau associates at Washington.

From a careful review on the subject, and largely by a process of elimination, the committee has arrived at the conclusion that forestry for the individual and particularly for the individual lumberman must resolve itself into (1) the preservation of the smaller growth of the forest, and (2) the natural reforestation of cut-over lands.

The larger works of forest reservation, even when coupled with scientific cropping; of planting waste areas; and of replanting deforested tracts can only be accomplished by the government so long as the present basis of stumpage values exists and trees which have been hundreds of years in growth represent but a few dollars in money.

This view of the forestry situation has the endorsement of that court of last resort in all forestry questions—Mr. Gifford Pinchot, chief forester of the United States, to whose hearty cooperation and valuable suggestions much of the credit for the work of this committee is due.

The practical working of forestry in the United States is much hindered by the facts of the fee simple ownership of lands by individual holders and of lack of ability on the part of the general government to legislate for the encouragement of proper forestry methods.

gathering strength for the final issue. With men at command and a going business to pay the expense, fires can be fought if not prevented and taxes can be paid if not sworn off.

But when the merchantable trees have all been cut and there is no longer a general expense account to hide the tax bill then the burden descends upon the shoulders of the operator and he sighs for a paternal government to relieve him of his unprofitable responsibility.

The subject of legislation has already been taken up in several states and effort made for adequate provision, but the results are not very gratifying.

The difficulties in the way of proper results are three-fold: (1) Hesitation on the part of the commonwealth itself to assume the entire financial responsibility; (2) fear of laying too heavy a burden upon the county or other subdivision of the state which directly benefits by the taxation of real property, and (3) indisposition on the part of legislators outside of the large cities to vote for any measure which may render them even temporarily unpopular with their constituents. This latter difficulty can only be overcome by a most energetic campaign of education.

The state of Pennsylvania, for example, has laws on these two subjects which are admirable in many points but which have been restricted to such an extent by limiting classes as to practically nullify them, evidently with the object of conforming them to the breadth of mind of the county member.

In a matter in which the general public receives in such a large degree the eventual benefit it would seem that the general state government should shoulder the whole financial responsibility, at least temporarily and until the holder of the lands can, by the appreciation of his property, make such partial restitution as may be considered equitably proportioned to his share of the accrued advantage. In countries, particularly those which are made up in a large measure of timbered and deforested lands, it would be manifestly unjust to throw all or any large percentage of the burden upon the county government.

As a matter of fact, it would perhaps be only fair to confine the operation of such laws to unproductive or unprofitable holdings or to lands formally entered or registered with state forestry bureaus to be held for forestry purposes under such agreements as the state might provide. This would prevent any accusation that the public moneys were being expended for private advantages.

The prevention and suppression of forest fires is not so difficult to regulate by legislation, the main stumbling block being the division of the expense attendant thereon. Some of the state laws are fairly satisfactory and are perhaps all that the present temper of the people will permit; in other states they are equally unsatisfactory and an effort should be made to amend them. The Bureau of Forestry has framed a fire law in connection with a model general forestry law for the state of California. This law contains a number of excellent features particularly for the organization of the fire fighting department, but it might be changed to advantage with regard to the distribution of the attendant expenses. Copies of this law can probably be secured from the assistant forester's office and should be carefully considered by our members.

The regulation of taxation on cut-over lands is a matter much more difficult and needing intelligent adjustment.

There seems to be a disposition on the part of tax gathering authorities to inequitably and unduly assess such holdings the owners of which are large non-residents of the district. The length of time which must elapse before a second crop of timber can be gathered, even in quantity sufficient to meet the fixed charges on the land is so great and the risks of obtaining even a fair crop are so hazardous that there is little encouragement at the present time to induce anyone to undertake timber culture, particularly when the benefits ultimately accrue to his remote descendants and to the public.

The conference held at Washington was largely for the purpose of considering the formation of a law or laws covering these matters and which might be easily modified to meet the conditions existing in the several states. In addition to our president and members of our committee we were so fortunate as to have with us Mr. Pinchot with several members of his staff, Hon. S. B. Elliott of the Pennsylvania State Forestry Commission and George K. Smith, secretary of the National Lumber Manufacturers' Association.

The result of this conference was a unanimous decision that the proper taxation of deforested lands was a deeply involved proposition and one on which it would be impossible to obtain too many ideas and opinions. At Mr. Pinchot's suggestion it was, therefore, determined to invite discussion of the subject at this meeting and to use as a basis for such discussion a paper prepared by Alfred Gaskell, chief forest inspector. Accordingly a copy of this paper with a circular letter prepared by Mr. Pinchot was mailed to each member of the association, and

we are glad to be assisted in our consideration by Mr. Gaskell himself, who has kindly consented to be present and open the matter for the committee.

Since the time of our conference, Mr. Elliott, whose opinions on such subjects are well worthy of careful consideration, has written an article which was published in "Forest Leaves," the official organ of the Pennsylvania Forestry Association, and a copy of which can be furnished you by the secretary. We regret that Mr. Elliott is unable to be with us.

To obtain the enactment of such laws as will fully cover the necessities of the case will fully employ the time of future forestry committees and at best such efforts can only be in the direction of advice and assistance to the combined effort of lumbermen interested in particular states. The national bureau offers its services freely (and it will be of invaluable assistance) in the prosecution of such labors. The forestry commissions of the several states will no doubt be not only willing but anxious to add their influence.

The president has named several members of this association to act on a central committee appointed for the purpose of raising a fund of \$150,000 with which to endow a chair of applied forestry and practical lumbering in the Yale Forest School, Yale University.

This movement was inaugurated by the National Lumber Manufacturers' Association, and the committee, of which F. E. Weyerhaeuser is the able chairman, has prepared a pamphlet, on its



J. A. STIMSON, HUNTINGBERG IND.

All legislation of such nature must emanate from the lawmaking bodies of the several states, and this legislation affects not only the state at large but the various counties, towns, districts and other subdivisions of the commonwealth. The people of the states, being as yet insufficiently educated as to the great importance of this subject, and as yet not awakened to the necessity of husbanding and increasing a crop which has heretofore stood ready ripened at their doors, are slow to offer that legislative encouragement which is absolutely indispensable.

In this respect, if in no other, our sister states, the Canadian provinces, have a tremendous advantage over us.

The increase in the number of state forestry commissions and of forestry associations is largely contributing to the proper education of the masses and encourages the belief that before many years the enactment of beneficial forestry laws will be not only a possibility but an accomplished fact. Indeed, in some of the older states the time seems already ripe for effort in this direction.

Such legislation is absolutely necessary to permit owners of timber to adopt even the two more elementary methods of forestry which we have selected for their present consideration.

The foes which present themselves to prevent the adoption of these methods are more powerful than numerous and may be easily catalogued under the headings of "Fire" and "Taxation."

Until the ax has been put into a body of timber the questions of fire and taxation enter but slightly into our calculations. Outside of exceptional seasons of drought fire will not run in green timber readily, and the natural increase in timber values takes care of the taxation feature.

While the crop of matured timber is being gathered these two enemies are still kept in the background, though they are nevertheless surely



CLEM L. LLOYD, JR., PHILADELPHIA, PA.

origin and purposes and giving a summary of the work done in the school. This effort has the hearty endorsement of your board of trustees, and at a recent meeting of the board it was decided that the matter should be presented at this meeting and an opportunity given to the members to make such subscriptions to the fund as they might desire.

Pride in our association suggests that our subscriptions should be made within our own organization and tendered to the general committee in the aggregate rather than be made direct to the general chairman and credited as the individual donations.

With a membership of more than three hundred and fifty and an object so deserving of the assistance of those who should be most deeply interested in the practical side of all forestry questions, the board is encouraged to look for a liberal contribution.

Copies of Mr. Weyerhaeuser's pamphlet may be had from Secretary Perry and subscriptions may be made on the loose blanks supplied with the pamphlet, and may be handed or mailed to the chairman of our forestry committee, with the understanding that they shall be payable only when the entire amount of the fund is assured.

In conclusion, your attention is called to the bills now before congress to provide for two additional timber reservations to be known as the Southern Appalachian and White Mountain Forest Reserves, and you are earnestly requested to further the passage of these acts whenever and however the opportunity may offer.

No better argument can be advanced in their favor than the fact that they are dear to the heart of Gifford Pinchot.

#### Speeches on Forestry.

Hon. Gifford Pinchot, chief of the Forest Service of the United States Department of Ag-



Mr. T. H. Gaskell, chief inspector of the Forest Service, with an address on the subject of "How Shall the Forest be Protected?" Mr. Gaskell's address was on the subject of forest taxation as personal property rather than as real estate. His address was very ably presented.

On motion of R. C. Lippincott, Messrs. Craig, Lippincott, and Gaskell were thanked in a very cordial manner in which they were thanked by the association. Mr. S. White, president of the Eastern States Retail Lumber Dealers' Association, Mr. White made a very happy speech, in which he congratulated both the National association and the numerous retail associations of which he is at the head for the harmonious relations existing between them.

A resolution was offered by N. B. Gaskell, chief inspector of the Eastern States Retail Lumber Dealers' Association, recommending close and friendly business relations between wholesaler and retailer and continued amity between their respective associations.

John S. Morse, chairman of the Committee on Trade Relations, made a report covering the amicable situation existing between wholesalers and retailers throughout the East, which report was received and filed.

James Sherlock Davis, president of the New York Lumber Trade Association, then read an able paper on the subject of "Trade Relations," which was followed by an address from Louis A. Mansfield, secretary of the Eastern States Retail Lumber Dealers' Association, on the same subject.

The association then recommended offered by both the committee on trade relations of the National association and those of the retail associations were approved, and continued co-operation promised.

Thereupon President pro tem White, after of saying a few words of peace on earth, good will to men, retired from the chair.

President Dill resumed the chair and the committee on resolutions presented a report that there be presented to congress a protest against the Little and Gilbert bills, which was referred to the Committee on Legislation. It also presented a resolution protesting against the bill pending in congress recommending the changing of the system of weights and measures to the metric system, which was also referred to the Committee on Legislation. A resolution was further presented approving pending legislation looking to the securing of a better commerce law.

In advocacy of this resolution Edward F. Henson made an address recommending the support of the Dryden bill, or the Ames bill, if it were justly amended. This resolution was also referred to the committee on legislation.

The association then authorized the chairman to appoint a committee of three to investigate the proposed bill to tax softwood lumber on entering the United States.

Adjournment was then taken for lunch and for the purpose of attending a reception tendered by President Roosevelt in the East Room of the White House at 2:30 p. m.

#### RECEPTION BY THE PRESIDENT.

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The visitors to the number of about 300 then fell in line and were duly presented to the President, one by one. He cordially grasped each by the hand and bade him welcome. His usual salutation was, "I am glad to see you."

After the visitors departed from the White House they were grouped on the steps of the Executive building opposite and photographed.

#### AFTERNOON SESSION.

At the opening of the afternoon session at 3:30, H. H. Tift of Tifton, Ga., was called to preside, as president of the Georgia Interstate Sawmill Association. The matter first in hand was the report of F. R. Babcock, chairman of the Railroad and Transportation Committee, and of R. W. Higgins of the Committee on Legislation. This was a joint report and dealt with follows:

#### Joint Report of Committee on Railroads and Transportation and Committee on Legislation.

The committees on railroads and transportation and legislation beg leave to submit the following joint report:

The chairmen of these two committees have thought it best that their annual reports should this year be combined, because the work of the two committees for the past year have been so



JOSEPH E. FINAHAN, PRESIDENT, PA.

largely along the same lines that they have practically worked as one. As a matter of fact the work of the committee on legislation is necessarily at all times to a large extent the result of suggestions from or consultations with the chairmen of the other standing committees.

Five years ago at the Baltimore convention this association first endorsed some proposed amendments to the act to regulate commerce, and authorized the committee on legislation to use the influence of the association to help in the securing of such legislation as would make the interstate commerce law more effective. During these five years the association has in conjunction with many other commercial bodies consistently lent its aid, both moral and financial, to the movement to secure such amendments to the interstate commerce law as would more fully protect the interests of shippers against unfair competition and unjust discriminations. Up to the present time the net results of these efforts have been one amendment to the interstate commerce law, known as the Elkins act, passed in 1903, which prohibits all rebates and discriminations, and further a very promising prospect that before the present session of congress ends there will be one amendment to the interstate commerce law will be passed, which amendments will secure to all shippers equal treatment with all other shippers under similar conditions, while at the same time protect the common carriers in their trade. These results are most gratifying and it is a pleasure to see the money and time expended in carrying out this plan about to be repaid.

The fact does not mean, however, that the work of the committee on legislation is now ended. It is true that the association has adopted a resolution recommending that the committee on legislation should be continued, but the committee on legislation now pending in congress. Should it, however, seem to your committee that the action is advisable, such action will be taken as in the opinion of the committee will best serve the interests of the association.

On invitation of the chairman of the committee on forestry the chairman of the committee on legislation met in joint conference with Mr. Pinchot and others, for the purpose of discussing what legislation, if any, is necessary to encourage and protect the holding of lands for the purposes of reforestation. This matter will be found in the report of the committee on forestry and is simply mentioned here to make complete the record of the year's work done by the committee on legislation.

At the annual meeting of this association held in Washington in March, 1904, the railroad and transportation committee recommended that the executive committee of the board of trustees be authorized to establish a transportation bureau along certain lines as laid down in the committee's report. Carrying out the provisions of that resolution such a bureau was established in the fall of that year. It was the sense of the convention held in Philadelphia last year, the bureau having been in operation at that time about six months, that this transportation bureau should be continued, but if possible that the expense of maintaining the same could be decreased without materially affecting its efficiency. The committee on June 1 engaged E. J. Eddy of St. Louis, Mo., as traffic manager for one year. The result of this change has been that the expenses of the bureau have been materially decreased, and inasmuch as Mr. Eddy has to quite a large extent given his attention to the collection of claims, the results show a material improvement in that part of the work of this bureau. The details of this work will appear in Mr. Eddy's report, which is annexed hereto and made a part of this report, and which will be presented to you by him for your consideration.

In this connection it is but fair to say that it never was the expectation of either your committee or the officers of this association who are actively in charge of its work that this bureau should be able to become actually self-supporting when considered purely from the receipts of the bureau based upon the commissions derived from the collection of claims. The work of this bureau, however, is not confined to the collection of claims and while this particular part of the work shows a very gratifying improvement during the past year, we wish especially to call the attention of our members to the other facilities of this bureau. It was intended and it is expected that the members shall use this bureau as a source of general information and further that they shall use it to aid them in securing better service from the transportation companies, for which services there is no charge. There is no doubt that, in the larger work of the association in connection with the transportation companies, the fact that we have a bureau which is alive and in good working order has been of very material benefit to us in securing the attention of the proper officials of the various transportation companies. This matter will be referred to later in this report in connection with the "car stake and equipment" matter, which has engaged the attention not only of this committee but also of nearly forty other associations, the work of which joint committee of the various lumber associations is not yet complete but is making very favorable progress. Those of you who were present at our annual meeting held in Philadelphia one year ago, and also at the midsummer meeting held in Ottawa, will recall that our association took the initial step in the movement to secure from transportation companies generally a more perfect equipment of flat and gondola cars by asking them not only to provide the necessary stakes for the carrying of lumber but also to treat these stakes as a part of the car, and as such to include the weight of the same in the gross weight of the car so that they would not be subject to freight charges as part of the load.

For the purpose of carrying forward this work two committees were authorized at the midsummer meeting held in Ottawa in August of last year, one committee known as the executive committee in the car stake and equipment and the other known as the ways and means committee of the car stake matter. These two committees have worked side by side and feel that the importance of this work is sufficiently great to justify a very full detailed report of what has been done and what is actually being accomplished in this matter.

It was realized in the beginning that in order to secure proper attention on behalf of the railroads that this movement should have the backing and as far as possible the unanimous support of all the lumber associations within the territory embraced in what is known as the "Ottawa Classification Territory" and the "Southern Classification Territory." With that end in view an invitation to cooperate was extended to all lumber associations, manufacturing, wholesale and retail, within the territory named. The most gratifying response was made to this invitation. The following associations pledged their aid and support in this movement, and we are pleased to say that these associations are redeeming their pledges and giving their support in the most loyal way:



National Lumber Manufacturers' Association, representing the following:  
 Georgia Interstate Saw Mill Association.  
 North Carolina Pine Association.  
 Southern Lumber Manufacturers' Association.  
 Mississippi Valley Lumbermen's Association.  
 Hardwood Manufacturers' Association of the United States.  
 Pacific Coast Lumber Manufacturers' Association.  
 Wisconsin Valley Lumbermen's Association.  
 Southern Cypress Lumber Association.  
 Northwestern Hemlock Manufacturers' Association.  
 Southwestern Washington Lumber Manufacturers' Association.  
 Wisconsin Hardwood Lumbermen's Association.  
 Western Pine Shippers' Association.  
 Southern Cypress Manufacturers' Association.  
 Pittsburg Wholesale Lumber Dealers' Association.  
 Southern Lumber Manufacturers' Association.  
 Wholesale Lumber Dealers' Association of Cleveland.  
 New Hampshire Lumbermen's Association.  
 National Hardwood Lumber Association.  
 Philadelphia Wholesale Lumber Dealers' Association.  
 Hardwood Manufacturers' Association of the United States.  
 Massachusetts Wholesale Lumber Association.  
 Lumber Exchange of Baltimore.  
 Georgia Interstate Saw Mill Association.  
 Lumbermen's Exchange of Philadelphia.  
 Northwestern Cedarman's Association.  
 Eastern States Retail Lumber Dealers' Association, representing the following:  
 New York Lumber Trade Association.  
 Lumber Dealers' Association of Connecticut.  
 New Jersey Lumbermen's Protective Association.  
 Retail Lumbermen's Association of Philadelphia.  
 Massachusetts Retail Lumber Dealers' Association.  
 Retail Lumber Dealers' Association of Rhode Island.  
 Lumber Exchange of the District of Columbia.  
 Southwestern Washington Lumber Manufacturers' Association.  
 Union Association of Lumber Dealers.  
 Nebraska Lumber Dealers' Association.  
 White Pine Association of North Tonawanda and Buffalo.  
 Buffalo Lumber Exchange.

In October of last year the executive committee called a joint meeting of its members and of the members of the ways and means committee, to be held at the Auditorium Hotel in Chicago, Ill. The response to that call was very gratifying. The results of that joint meeting were three:

First, the executive committee was authorized to engage the professional services of Walter W. Ross of New York as general counsel in this car stake and equipment matter.

Second, Mr. Ross, through the executive committee, was authorized and directed to file with the Interstate Commerce Commission a complaint against all the railroads within the official and southern classification territories doing interstate business.

Third, pledges were made by the various associations for sufficient money to carry this matter to a conclusion as far as the filing of the complaint and the pressing of it to a decision before the Interstate Commerce Commission are concerned.

In accordance with the authority made at this October meeting the complaint was filed by Mr. Ross, and through his efforts a hearing was obtained before the Interstate Commerce Commission in Washington on Jan. 11. It was evident at the commencement of this hearing that the attorneys for the railroads had not fully grasped the magnitude of our complaint. They presented themselves on the morning of the hearing, conceded without any further opposition the justice of our complaint as far as deducting the weight of the stakes from the net weight of the car is concerned, and agreed to make an average allowance of 500 pounds for stakes, on all flat and gondola cars when loaded with lumber requiring their use, and then moved that the balance of the complaint be dismissed. The granting of this motion was vigorously opposed by our attorney and the commission denied the motion and ordered the hearing to proceed. At the end of three days the evidence produced by the lumbermen was so important that at the request of one of the representatives of the railroad interests Mr. Ross suggested to the commission that a conference be arranged for between representatives of the railroad companies and representatives of the various lumber associations parties to the complaint, with a view to making a proper settlement of the whole matter. This suggestion met with favor and the case was continued before the commission subject to the result of this conference.

On the first day of February the committees representing the two parties at interest met at

the New Willard Hotel in Washington. It was deemed best by our counsel and by the chairmen of the executive committee that a full representation of lumbermen was very much to be desired, so that the railroads might be thoroughly impressed with our determination to press this matter to such a conclusion as would give to us all that we had asked for. We therefore invited all the associations parties to this complaint to send representatives to this conference. Again we were gratified with the presence of about twenty-five representative men from all over the eastern half of the United States. The wisdom of this large attendance was fully justified when we finally met the committee from the railroads in conference. It was evident to us that the railroads were not altogether prepared to carry out their request for this conference so far as trying to effect a final settlement was concerned. The presence of so large a number of representative lumbermen and the arguments brought to bear upon the committee prevailed in the end, and after a two days' session the railroads proposed the following resolution, which was adopted:

"That a committee of fourteen, composed of seven from each side, be forthwith appointed to consider and recommend promptly changes in the Master Car Builders' Rules relating to loading lumber, and to make practical experiments on one or more railroads with cars equipped with some form or forms of permanent stakes; the hearing before the commission to be continued a reasonable time to await the results of these



W. W. KNIGHT, INDIANAPOLIS, IND.

experiments; this special committee to report to this general conference committee, at which time the representatives of lumbermen and railroads respectively shall have full powers to state definitely what action shall be taken toward the settlement of the complaint now pending.

"The committee may appear with counsel."

A meeting of this conference committee has been called for tomorrow, March 9, in this city, at which time we hope that a definite plan will be agreed upon to carry out the provisions of the above resolution.

Since the conference above referred to was held one further question has received our careful consideration, viz., what step is it necessary for us to take so that the final decision on these matters will be effective not only in the territory east of the Mississippi river (this being the territory covered by our complaint), but also that the decision will apply in all the territory in which the affiliated associations are interested, which really means all of the United States and Canada. We are pleased to state to this convention that such steps have been taken as will insure this result.

Whether or not the final result of these conferences secures to the lumbermen all that has been asked for, it must be evident that the work done in this matter has been altogether profitable. In the first place, we have secured from the railroads not only the allowance of 500 pounds, which, if made in good faith by railroads and which we think will be made in good faith, will result in the saving of a considerable sum of money each year to the lumbermen, but we have further secured two very important results, the first of which is that we have demonstrated to the railroads beyond question that the lumbermen furnish to the railroads a commodity, the transporting of which results in very large profit to the railroad companies and is second in that respect to no other commodity with the possible

exception of one that is transported by the railroads, and because of this we have placed ourselves in such position that we can secure proper attention when we go up to the transportation companies with questions that are deserving of the attention of their higher officials.

Second, we have for the first time been able to consolidate the lumber interests in a movement for mutual benefit, and if no other result had been obtained than the bringing together in friendly cooperation of the lumber interests through the various associations, this result will have justified all the effort that has been expended in this matter. We have shown conclusively to the lumbermen themselves that their interests are mutual and that while each individual organization has a field in which it can work alone, that there is a larger field in which the associations not only can work unitedly but that such a union will produce very much better results than a division of effort even though such efforts may be directed toward the same end.

When this car stake and equipment matter is finally disposed of, it does seem as though an organization of the united associations should be maintained until two or three further matters of difference as between the transportation companies and the lumbermen are adjusted. We refer particularly to the securing of a proper method of weighing the cars; also to a proper basis of settlement of claims by the railroads, and to the question of a proper and adequate supply of cars, not to mention other matters which will readily suggest themselves to you. It would not be proper at this time to further take up your time by going into the details of these and other matters. The suggestion of them, however, will readily bring to your minds the importance of the matters involved and necessity for concert of action.

The railroad and transportation committee feels that it is not only proper but eminently fitting that it should refer to the loss which this association has sustained in the death of Ernest M. Price, and while the association will doubtless in the regular way take such action as is customary, we wish to pay our tribute of respect to Mr. Price, who was for several years chairman of that committee and who was at the time of his death a useful and efficient member of the committee.

Respectfully submitted.

F. R. BABCOCK, Chairman Committee on Railroads and Transportation.

R. W. HIGBIE, Chairman Committee on Legislation.

The report was adopted, and on motion of Frederick S. Underhill a vote of thanks was tendered the committee for the excellent work it had performed for the association. On motion of Lewis C. Slade the report was ordered printed as a separate document for distribution among members of the association.

Walter W. Ross, counsel for the association on car equipment matters, then addressed the association as follows:

#### Lumber Car Equipment and Interstate Commerce Law.

Traveling in Mexico a few years ago I observed that many ancient customs were still being followed in that country; one of these was the method of transporting lumber—a few pieces of lumber were tied to the back of a donkey, and a number of donkeys thus laden were driven along the road by a Mexican—picturesquely attired in a sombrero and sitting easily upon the back of another donkey. We are somewhat advanced in this country in our method of transporting lumber, but we are still compelled to tie lumber to the back of a car.

When railroad companies were first incorporated in our country but little more than seventy-five years ago, the right among others of eminent domain, the power to take property by condemnation was granted to them upon the theory that it was for the public good to have the railroads constructed. It was then contemplated that these corporations would build public highways over which anyone could drive upon payment of the tolls prescribed by statute. These charters provided that all net earnings above 8, 10 or 12 per cent should be paid by these corporations into the school fund of the state, which shows that at the very inception of these corporations the public nature of the business was understood and the special privileges granted recognized by the state and the incorporators. Some of our great carriers are still operated under these old charters.

This was before the day of the steam engine. These highways were constructed of wood with wooden rails of proper width to hold the ordinary carriage or wagon in place. The public used the highway and the company also carried passengers and freight in wagons or cars drawn by horses or oxen.

Very soon, however, steam engines came into use; the iron rail supplanted the wooden rail, and small cars were provided by the railroad



company. The capacity of the flat car used to transport lumber to market was small, the speed of the engine was slow, hence but a few small pieces of sapling were necessary to hold the

Gradually, however, the iron rail gave way to the steel rail; the single track to the double, four and even six-track railroad; the small car to the car of great capacity; the small slow engine to the big fast engine; and high speed. And in this wonderful development of transportation the railroads have provided palaces on wheels for the transportation of passengers; excellent mail and express, cattle, coal, coke, grain, furniture, refrigerator and even automobile cars. But they have failed to provide cars properly equipped to transport lumber—which yields to the railroads the second, if not the greatest revenue of all commodities transported by them in our country. They still cling to the old method of requiring the lumbermen to furnish the stakes or equipment to hold the lumber on the car, but

Approximately thirty thousand lumbermen ship annually over the railroads of our country one hundred million tons of lumber, which means about five million carloads. About two million carloads are flat or gondola cars which must be equipped at the expense of the shipper. Between three and four hundred million feet of lumber are annually wasted in such temporary equipment at a cost of about six million dollars a year. This is an enormous waste of lumber, which ought to be saved for our children and our children's children.

Lumber is transported by the railroads with less trouble to them than almost any other great commodity. It is loaded and unloaded by the consignor and consignee. It is furnished for shipment at all seasons of the year. The loss and damage to lumber is but nominal. It is carried on the cheapest cars used by the railroads, and yet it pays a higher tariff than any of the other great commodities.

These facts and others have all been presented to the Interstate Commerce Commission, before whom our cause is pending. The admission of the railroads is on record in this cause that their tariff on the stakes or equipment furnished by the shippers to hold the lumber on the car and protect the train was unreasonable and unjust, and since the first of February they have made an allowance of 500 pounds' free weight.

We contend that it is the duty of the carriers to provide cars properly equipped to transport this commodity; that it is practical for them to do so at very small additional expense per car.

Having admitted that it was unreasonable and unjust to require the shipper to pay freight on the equipment, it logically follows that it is unreasonable and unjust to require the shipper to furnish the equipment, for the shipper is required to pay the same freight rate on a car which he is compelled to equip as on a box car equipped by the railroad company.

A truce has been declared in our fight before the commission to see if an amicable settlement can be effected. A committee of fourteen has been appointed, seven from each side, under whose directions practical tests or experiments with flat and gondola cars equipped in a permanent manner are to be made on various railroads in different sections of the country. I believe these experiments will prove the practicability of permanent equipment of flat and gondola cars for lumber and that the carriers will soon place them in operation and thus the great waste and loss of temporary equipment to the shippers will be saved with but comparatively small expense to the carriers.

At the suggestion of the defendant railroads the railroad companies operating west of Chicago and St. Louis were invited to participate in this joint conference; they have declined to do so and have started against them forthwith in order that the

But if it happens that the carriers shall refuse to equip these cars, then we will proceed with our fight before the commission, which we will, in my judgment, win, for our cause is just and we are in the right.

This cause illustrates the wisdom of the enactment of the law which provides for the

shown by their representatives in congress assembled, to amend this law, simplify the pro-

also because the public realize that the common carriers are the arteries through which flow the

commerce of the nation; and the realization that these companies are public corporations, as said by our supreme court, endowed with some of the powers of the state; the realization that there has been too much consolidation, merger and stock ownership in parallel and competing lines, too much domination of competition, too many dummy directors and too few active directors of railroads giving due consideration to the requirements of the public; too much evasion of law and duty; it is the awakening of the public conscience, the realization by the people that this is their country and their government and that they have sufficient votes to enact and enforce any law which they deem necessary to meet the crisis.

Under this amendment, when a rate rule or regulation after a hearing by the commission shall be found to be unreasonable and unjust, it shall have the power to substitute in lieu thereof a rate rule or regulation which it shall find to be reasonable and just which shall be effective for a reasonable time.

A rate rule or regulation may be unreasonable and unjust because it imposes an undue burden upon the patron of the common carrier; or it may be unreasonable and unjust because it is too low, failing to yield to the common carrier the proper proportion of its revenue to enable it to properly pay its employees; interest on its bonded indebtedness; reasonable dividends to its stockholders; to maintain, renew and improve its property essential for the proper and efficient conduct of its business satisfactory to the demands of its patrons. Nearly one-tenth of our population are directly supported from the earnings of these common carriers; the welfare of our entire people is largely dependent upon the proper conduct of this business, and hence it is essential that wise and beneficent laws should be enacted to rightly guard the interests of all.

The most important litigation the world has ever known will arise under this amended law. The case we now have pending, involving an actual outlay of upwards of five million dollars a year, will be small in comparison with others which will be brought. The amounts involved are stupendous.

It is, therefore, my judgment that this law should contain a provision which will enable either the patron or the carrier to have the ruling of the commission reviewed by the federal supreme court; with provisions for ample bond to protect the winning party from ultimate loss. I regard this essential to the safety of the shipper.

I hold the greatest respect for the integrity, honor and ability of our existing commission, but this law is to govern for many years to come and it is impossible to forecast the personnel of future commissions. The best way to provide against errors of judgment is to provide for at least one review.

My observations and experience among men engaged in the conduct of the railroad business is that the great majority of them desire to perform their duty in an honorable manner. The wrongs of which the people complain emanate from some of the directors and managers of these great corporations whose chief object is to exact a little more than the last dollar. They fail to appreciate the public nature of the business in which they are engaged. It is such failure which has brought about the demand for new laws which will preserve the rights of all.

In the conduct of such business, principle must not be sacrificed to expediency. To preserve property rights it is necessary for the holders thereof to adhere to the time honored principles of fair dealing among men.

The lumber shippers are not asking the railroads to give them something for nothing—they are paying a higher rate of freight than shippers of other great commodities and they are justified in their demand that the carrier shall furnish cars properly equipped to carry this commodity as they do other commodities.

Since being retained by the lumber interests last fall at Chicago to conduct this litigation, I have found the work very interesting and absorbing. The principles are of great importance and far-reaching in effect, and the amount involved is very large. The complaint before the commission set forth two points: First, the stakes furnished by the shipper are a part of the car equipment and should be carried free; second, it is the duty of the carrier to furnish flat and gondola cars properly equipped to carry lumber. The concession made by the defendant railroad companies at our first hearing before the commission at Washington of 500 pounds free freight means a saving to the lumber shippers, as stated by one of the leading counsel for the defendant railroads, of over a million dollars a year. The amount of the saving is not the amount to the railroad companies. This alone was worth fighting for. This point having been disposed of satisfactorily, we concentrated our forces on the second question—that it is the duty of the carriers to furnish flat and gondola cars properly equipped to carry lumber, and

shippers before the commission for three days upon this question, the defendant railroads admitted that there was merit in our contention, with the result that we postponed further hearings before the commission for the purpose of trying to agree among ourselves on a satisfactory settlement. These negotiations are now being conducted. The temporary staking of flat and gondola cars costs the lumber shippers of this country between five and six million dollars a year. If we win our contention it does not seem that the railroads will lose five or six million dollars a year thereby, but it means that a great economic saving to the lumber shippers will have been accomplished by the railroads providing cars properly equipped to perform this service at a very small additional initial cost to them.

In a contest of this character the burden of the fight always falls upon a few. Your representatives have given most freely and loyalty their thought and services, and you are deeply indebted to them.

On motion of A. M. Turner the address of Mr. Ross was ordered printed for distribution to the members in connection with the reports of the committees on railroads and transportation and legislation.

### Trustees Appointed.

The Committee on Nomination of Trustees tendered the following selections for trustees for a period of three years: J. M. Hastings of Pittsburgh, Gordon C. Edwards of Ottawa, Frederick W. Cole of New York, R. S. Cohn of Norfolk, Robert H. Downman of New Orleans, F. E. Parker of Saginaw and Robert W. Hixson of New York.

The report of the committee was accepted and the nominees duly elected.

### Officers Elected for Ensuing Year.

The members were then invited to give utterance to an expression of choice for officers for the ensuing year. J. M. Hastings, vice president, made a very admirable speech eulogizing the work of President Dill and most highly recommending his reelection. On motion President Dill and the remaining officers were unanimously elected amid great enthusiasm, the acclaim of course being chiefly in honor of Mr. Dill. Mr. Dill then resumed the chair and made a short speech, thanking the association for the kindly expression of approval offered him.

George F. Cralg, chairman of the forestry committee, then made an address on behalf of contributions to the proposed school of forestry and practical lumbering at Yale, and the sum of \$3,200 was promptly subscribed by thirty-three individuals. Some of the subscriptions came as personal contributions and others on behalf of various leading firms and companies.

A resolution of thanks was given the New Willard Hotel management for the exceptional way in which the members had been entertained, and a second vote of thanks was tendered to President Dill for the extremely capable way in which he had conducted the affairs of the association during the past year.

On motion of F. R. Babcock the convention adjourned.

### Addenda.

The report of the board of managers of the Bureau of Information failed to reach the meeting before adjournment. This report is a very important one, and it is herewith presented, and will doubtless meet the approval of the present board of managers and become a part of the proceedings of the convention.

### Report of Board of Managers of the Bureau of Information.

The board of managers of the Bureau of Information respectfully report another year of progress and development in this important department of association work.

The report of the superintendent outlines this work in detail. Your board of managers will only supplement Superintendent Perry's report briefly by calling your attention to a few salient facts which show the progress and development in the work of the bureau.

### MEMBERSHIP.

The membership has increased from 178 on March 1, 1905, to 197 on Feb. 1, 1906, a net gain of 19. While this increase is encouraging,



and shows that the benefits of the bureau are gradually being appreciated by a good percentage of the total membership of the association, yet your board of managers finds that there are on March 1 187 members of the association who are not subscribers to the bureau, and your board of managers cannot reconcile these figures and again wishes to express its opinion that every member of the association should be a subscriber to the Bureau of Information. The bureau needs the support of every member of the association to bring about the best results, and every member of the association needs the benefits of the association.

An ignorance of the benefits is the only explanation which your board of managers can offer for the 187 members of the association who are not subscribers to the bureau.

#### BUREAU REPORTS.

The number of reports on hand February 1, 1906, was 19,235, as compared with 16,958 on February 1, 1905, a gain of 2,277 reports for the year. Your Board of Managers believes that these reports are the most valuable assets the association possesses, and while an insurance value of \$16,000 is placed on these reports, this fails to represent fully the value of these reports to the members of the association. The information compiled in these reports has been of great benefit indirectly to the whole lumber trade. The fraudulent dealer has been discovered and exposed, the time stealer and unjust complainant has been found out and posted, and every lumberman within and without the association has been saved many dollars in consequence. The Bureau of Information is not a commercial agency. Its duties are much broader and the benefits surpass the benefits which could be obtained from any commercial agency.

#### LEGAL DEPARTMENT.

The important changes that were inaugurated in the Legal Department a year ago have now been thoroughly tested, and it appears to your Board of Managers that this department is giving more efficient service and better satisfaction under the new plan than before the changes were inaugurated. Superintendent Perry has received encouraging letters from parties who have used the Collection Department, expressing great satisfaction with the results. Your Board of Managers feels that while the Legal Department is not yet perfect, a step in the right direction has been made, and we ask the support of all subscribers, and would be very thankful for suggestions.

Claims to the amount of a little over \$102,000 have been placed with the Collection Department since the new plans were inaugurated. Of this amount approximately \$56,000 has been collected and returned to claimants, \$13,000 has been withdrawn, \$17,000 is in the hands of local attorneys and \$15,000 is in the course of settlement through the office of the superintendent.

The fees to the Legal Department from the source of collection of claims from March 1, 1905, to February 1, 1906, amounted to \$1,221.76. The earning power of the Bureau is not a large source of income to the association, but your Board of Managers feels that the increased satisfaction which the Collection Department is giving to its members is more important than that a large revenue should be earned.

Your Board of Managers again wish to record the careful and painstaking work of Superintendent Perry in this department, which is so dependent on the energy and good judgment of its superintendent.

F. E. PARKER, for the Board of Managers.

#### The Banquet.

At 8 p. m. in the banquet room of the New Willard a dinner was served to the members and numerous invited guests. The menu was as follows:

Cape Cod Oysters.	
Amontillado passado	
Consomme Princess	
Escalope of Potomac Bass, Meuniere	
Sauterne	
Cucumbers with Cream Dressing	
Potatoes Parisienne	
Sweetbread Patties, a la reine	
Mignons of Filet of Beef, Cheron	
Pommery sec	
Stuffed Hothouse Tomatoes	
Sorbet Creme Yvette	
Squabs, Stuffed and Roasted	
Salad in Season	
Ices in Fancy Forms	
Bouchées Cerisses	
Roquefort and Camembert Cheese	
Toasted Crackers	
Coffee	
Liqueurs	White Rock Water
Cigars and Cigarettes	
President Dill was toastmaster of the occa-	

sion, and presided in a most graceful manner. The chief guests who made after-dinner speeches were Hon. Joseph G. Cannon, speaker of the house of representatives; Hon. Thomas H. Carter, United States senator from Montana; Hon. John Sharp Williams, minority leader of the house of representatives. Several other prominent and distinguished politicians also spoke. Both Speaker Cannon and Minority Leader Williams were in a very happy mood, and the numerous verbal shots made at the expense of one another were highly entertaining to the visitors. The entire affair was most beautifully handled. The galleries were crowded with charmingly gowned and beautiful women, the tables were loaded with flowers, the food was delicious and well served, and the music was excellent.

The entire convention, including the banquet, was one of the most harmonious and delightful ever given by this great lumber organization and will long be remembered by those present as an important mile-stone in the history of lumber association affairs.

#### Attendance.

Abbott, Wm. F., Schofield Brothers, Philadelphia.  
 Amos, H. J., Nellis, Amos & Swift, Utica.  
 Andrews, F. L., C. E. Andrews Lumber Co., New Bethlehem.  
 Armstrong, E. A., Camden, N. J.  
 Aszmann, F. W., Rice & Lockwood Lumber Co., Springfield, Mass.  
 Babcock, F. R., E. V. Babcock & Co., Pittsburg.  
 Baird, J. H., Southern Lumberman, Nashville.  
 Baker, R. D., Empire Lumber Co., Pittsburg.  
 Baisley, J. F., Willson Bros. Lumber Co., Pittsburg.  
 Barnaby, C. H., Greencastle, Ind.  
 Barnum, Edwin H., Geo. Alling's Sons Co., New Haven.  
 Barr, G. G., Tennessee Lumber Mfg. Co., Pottsville, Pa.  
 Barth, L. L., Edw. Hines Lumber Co., Chicago.  
 Beckley, E. A., Crosby & Beckley Co., New Haven.  
 Bedell, Louis, Goshen, N. Y.  
 Bemis, H. C., J. M. Bemis & Son, Bradford, Pa.  
 Bennett, Killam E., Munger & Bennett, Camden, N. J.  
 Bennett, Alfred K., Munger & Bennett, Camden, N. J.  
 Bigelow, A. P., New York Lumber Trade Association, New York.  
 Billmeyer, H. D., Billmeyer Lumber Co., Cumberland, Md.  
 Blades, L. S., Blades Lumber Co., Elizabeth City, N. C.  
 Blanchard, Herbert W., Blanchard Lumber Co., Boston.  
 Bloss, S. M., Lyon Cypress Lumber Co., Garyville, La.  
 Bock, Thos. H., Roanoke R. R. & Lumber Co., Norfolk.  
 Bond, St. George, Rumbarger Lumber Co., Philadelphia.  
 Bond, A. J., A. J. Bond Co., Bradford, Pa.  
 Bond, C. H., E. W. Rathbun & Co., Oswego, N. Y.  
 Booth, Edw. H., A. W. Booth & Bro., Bayonne, N. J.  
 Boston, W. T., Illinois Lumber Dealers' Association, Yorkville, Ill.  
 Bowman, H. L., R. E. Wood Lumber Co., Baltimore.  
 Brace, W. D., Washington.  
 Brady, A. J., Brady Bros., North Tonawanda, N. Y.  
 Brown, E. W., Dibert, Stark & Brown, Bonner, La.  
 Brown, F. K., Watson Sands Lumber Co., Mayburg, Pa.  
 Bruner, Owen M., Owen M. Bruner Co., Philadelphia.  
 Bush, J. D., Bush & Rayner, Wilmington, Del.  
 Cadwallader, A. J., Geo. F. Craig & Co., Philadelphia.  
 Calder, Hon. Wm. M., Brooklyn.  
 Camp, R. J., Camp Mfg. Co., Franklin, Va.  
 Campbell, Arthur H., Robinson-Edwards Lumber Co., New York.  
 Campe, Wm. E., Babcock Bros. Lumber Co., Babcock, Ga.  
 Cape, Henry, New York.  
 Carr, Arthur R., New York Lumber Trade Journal, New York.  
 Carter, Hon. Thos. H., Washington.  
 Caulkins, Frederick J., Lumbermen's Review, New York.  
 Chamberlin, W. E., Lumber Trade Club, Boston.  
 Chapin, Geo. D., Fred S. Morse Lumber Co., Springfield, Mass.  
 Cheyne, Jas. A., Penn Sash & Door Co., Pittsburg.  
 Cohn, R. S., Roanoke R. R. & Lumber Co., Norfolk.  
 Cole, J. M., Angola Lumber Co., Wilmington, N. C.  
 Cole, Frederick W., New York.

Coleman, John, Williamsport, Pa.  
 Collins, Wm. J., J. N. Collins & Son, Philadelphia.  
 Coppock, C. J., Wm. R. Gardy, Philadelphia.  
 Cornelius, Wm. R., J. C. Moorhead & Son, Nashville.  
 Corwin, Horton, Jr., Branning Mfg. Co., Edenton, N. C.  
 Cramer, B. C., Jr., R. M. Smith & Co., Philadelphia.  
 Craig, Geo. F., Geo. F. Craig & Sons, Philadelphia.  
 Craig, W. P., Wm. Whitmer & Sons, Inc., Pittsburg.  
 Cramer, Chas. P., A. B. Cramer Co., Suffolk, Va.  
 Cramer, Alfred B., Alfred B. Cramer Co., Suffolk, Va.  
 Crary, J. D., New York Lumber Trade Association, New York.  
 Criste, J. G., Interior Lumber Co., Pittsburg.  
 Davenport, Geo. H., Davenport, Peters & Co., Boston.  
 Davis, Jas. Sherlock, New York Lumber Trade Association, Brooklyn.  
 Defebaugh, J. E., American Lumberman, Chicago.  
 Deitz, Julius, Buffalo Maple Flooring Co., Buffalo.  
 Dempsey, W. W., Johnstown, Pa.  
 Dennison, Geo. A., Massachusetts Retail Lumber Dealers' Association, Springfield.  
 Dill, H. H., Baltimore.  
 Dill, Lewis, Lewis Dill & Co., Baltimore.  
 Doster, Lewis, Hardwood Manufacturers' Association of the United States, Chicago.  
 Walker, Stuart Douglas, Gouverneur E. Smith, New York.  
 Dowling, S. C. J., Pittsburg.  
 Downman, R. H., Southern Cypress Manufacturers' Association, New Orleans.  
 Dresser, J. M., Washington.  
 Dresser, S. R., Bradford, Pa.  
 Duker, Henry P., Otto Duker & Co., Baltimore.  
 Dunwoody, Jos. P., Jos. P. Dunwoody & Co., Philadelphia.  
 Dwight, Wm. M., Dwight Lumber Co., Detroit.  
 Eaton, Wm. A., Stevens, Eaton Co., New York.  
 Eddy, E. J., traffic manager N. W. L. D. A., New York.  
 Edwards, Gordon C., W. C. Edwards & Co., Ltd., Ottawa, Ont.  
 Edwards, C. M., W. C. Edwards & Co., Ltd., Ottawa, Ont.  
 Eisenhauer, Geo. W., Eisenhauer, McLea & Co., Baltimore.  
 Field, H. S., Justice P. Taylor & Co., Philadelphia.  
 Field, Henry K., Henry K. Field & Co., Alexandria, Va.  
 Fischer, Chas. F., Chas. F. Fischer Lumber Co., New York.  
 Fisher, Geo. E., L. N. Godfrey Co., Boston.  
 Flynn, James, Flynn Lumber Co., Charleston, W. Va.  
 France, Howard B., American Car & Foundry Co., Wilmington, Del.  
 Furman, Roanoke R. R. & Lumber Co., Norfolk.  
 Fritz, Wm. H., Wm. H. Fritz & Co., Philadelphia.  
 Fuller, A. T., Geo. D. Emery Co., Chelsea, Mass.  
 Galena, John F., Burrows & Kenyon, Providence.  
 Galliher, W. T., Lumber Exchange District of Columbia, Washington.  
 Galliher, W. G., W. T. Galliher & Bro., Washington.  
 Galliher, C. E., W. T. Galliher & Bro., Washington.  
 Galliher, M. P., W. T. Galliher & Bro., Washington.  
 Gardner, Edgar S., Philadelphia.  
 Gaskell, Nathan B., Retail Lumber Dealers' Association of Philadelphia.  
 Gaskell, Alfred, Forest Service, Washington.  
 Gibson, Henry H., HARDWOOD RECORD, Chicago.  
 Gill, Edw. P., Wm. D. Gill & Son, Baltimore.  
 Gill, Wm. D., Wm. D. Gill & Son, Baltimore.  
 Gillespie, Wm. H., Murphy Mill & Lumber Co., Pittsburg.  
 Godfrey, Arthur W., L. N. Godfrey Co., Boston.  
 Grimes, H. R., Edw. Brady & Son, Baltimore.  
 Guy, C. R., Ellington & Guy, Richmond.  
 Hamilton, C. A., Washington.  
 Hardy, E. D., Toledo Fire & Marine Insurance Co., Sandusky.  
 Harker, John, Wiley, Harker & Camp Co., New York.  
 Harlow, M. P., Harlow, Todd & Co., Hartford.  
 Harrison, Willur F., Greenleaf Johnson Lumber Co., Baltimore.  
 Hart, Walter T., Price & Hart, New York.  
 Hastings, J. M., J. M. Hastings Lumber Co., Pittsburg.  
 Haymaker, Wm. S., Empire Lumber Co., Pittsburg.  
 Hayman, E. B., Wm. H. Fritz & Co., Philadelphia.  
 Hazard, Horace G., H. B. Hazard & Co., Philadelphia.  
 Henderson, J. H., H. C. Huston Lumber Co., Pittsburg.  
 Henderson, S. S., Pocahontas Lumber Co., Brookville, Pa.  
 Herrell, Hollis L., Lee L. Herrell & Bro., Washington.  
 Herrell, Lee L., Lumber Exchange, Washington.  
 Hershey, C. H., Stone & Hershey, Newark.  
 Hible, Robt. W., New York.  
 Hiles, Chas. W., J. S. H. Clark & Co., Newark.



Hurd, Jas. T., Hurd Brothers, Buffalo.  
 Hurd, Thos. R., Hurd Brothers, Buffalo.  
 Johnson, Ira., Greenleaf Johnson Lumber Co., Baltimore.  
 Jones, George Wilson, Retail Lumber Dealers' Association State of New York, Utica.  
 Jones, Gardner L., Jones Hardwood Co., Boston.  
 Judd, Wm. H., The Getman & Judd Co., Stamford, Conn.  
 Kay, Robert G., Philadelphia Wholesale Lumber Dealers' Association, Philadelphia.  
 Kendall, J. L., H. C. Huston Lumber Co., Pittsburgh.  
 Ketcham, Howard, J. R. Williams, Philadelphia.  
 Kerr, Geo. M., Producers' Lumber Co., Philadelphia.  
 Kile, B. E., Kile & Morgan Co., Providence.  
 Knight, W. W., Long-Knight Lumber Co., Indianapolis.  
 Kuhns, William F., Beane Lumber Co., Baltimore.  
 Lafond, Frederick S., 66 Broad street, New York.  
 Laidlaw, Walter C., R. Laidlaw Lumber Co., Buffalo.  
 Lane, Arthur E., Seattle Cedar Lumber Manufacturing Co., New York.  
 Lansing, Geo. D., Rhode Island Lumber Dealers' Association, Providence.  
 Lawrence, Frank W., Lawrence & Wiggin, Boston.  
 Lawton, William T., Jos. Thomas & Son, Baltimore.  
 Leonard, W. W., E. E. Jackson Lumber Co., Baltimore.  
 Libbey, J. Edward, J. Edward Libbey & Son, Washington.  
 Libbey, Robert M., John L. Roper Lumber Co., Washington.  
 Linehan, Joseph J., Linehan Lumber Co., Pittsburgh.  
 Lippincott, Robert C., Philadelphia.  
 Litchfield, Wm. E., Massachusetts Wholesale Lumber Association, Boston.  
 Lloyd, C. E., Jr., Cherry River Boom & Lbr. Co., Philadelphia.  
 Lloyd, S. M., Angola Lumber Co., Wilmington, N. C.  
 McDade, H. M., Edmund A. Souder & Co., Philadelphia.  
 McIlvaine, Hugh, Philadelphia.  
 McKelvey, R. H., Lumber Insurance Co., New York.  
 McKelvey, James, Somerset, Pa.  
 McLean, Hugh, Hugh McLean Lumber Co., Buffalo.  
 McNaugher, J. S., L. L. Satler Lumber Co., Pittsburgh.  
 MacLea, Daniel, Eisenhauer, MacLea & Co., Baltimore.  
 Malone, E. B., Lumbermen's Exchange, Philadelphia.  
 Mansfield, L. A., Eastern States Retail Lumber Dealers' Association, New Haven.  
 Mapes, H. L., Commercial Sash & Door Co., Pittsburgh.  
 Marshall, V. R., Brockville Lumber Co., Brockville, Ont.  
 Martin, E. B., Southern Lumberman, New York.  
 Maule, Chas. P., Retail Lumbermen's Association, Philadelphia.  
 Meeks, Hamilton V., New Jersey Lumber Protective Association, Weehawken, N. J.  
 Meeks, Clarence G., Gardner & Meeks Co., Weehawken, N. J.  
 Murrell, John F., Washington Wood Working Co., Washington.  
 Mershon, John D., Mershon, Schuette, Parker & Co., Saginaw, Mich.  
 Miller, Ben., Butters Lumber Co., Washington.  
 Mitchell, G. A., White, Gratwick & Mitchell, North Tonawanda, N. Y.  
 Mitchell, J. B., John L. Roper Lumber Co., Norfolk.  
 Moorhead, J. D., J. C. Moorhead & Son, Kittanning, Pa.  
 Moorhead, R. W., J. C. Moorhead & Son, Kittanning, Pa.  
 Montague, Carroll H., Lyon & Montague Co., Richmond.  
 Morris, J. B., American Lumber & Mill Co., Pittsburgh.  
 Mottu, Theo., Theo. Mottu & Co., Baltimore.  
 Nall, E. S., Lumber Mutual Insurance Co., Springfield, Mass.  
 Nellis, D. D., Nellis, Amos & Swift, Utica, N. Y.  
 Nelson, J. B., White, Gratwick & Mitchell, Philadelphia.  
 O'Brien, J. V., Cleveland.  
 Painter, J. K., R. E. Wood Lumber Co., Baltimore.

Parrott, G. Waldo, Sec. Lumber Dealers' Association of Rhode Island, Providence.  
 Paulding, Chas. C., C. C. Paulding & Son, New York.  
 Perry, I. I., Society N. W. I. D. A., New York.  
 Peters, Justin, Pennsylvania Mutual Fire Ins. Co., Philadelphia.  
 Philbrick, Harry C., Boston.  
 Pitcher, Gmrod, Washington.  
 Prescott, C. H., Jr., Saginaw Bay Co., Cleveland.  
 Price, L. J., Baltimore.  
 Purmort, C. M., Central Mfrs. Insurance Co., Van Wert, O.  
 Pyfer, Fred S., the B. B. Martin Co., Lancaster, Pa.  
 Rame, T. W., Rame & Rame, Empire, Pa.  
 Rambo, Frank T., Philadelphia.  
 Rayner, R. B., Bush & Rayner, Wilmington, Del.  
 Reider, J. H., Montreal, Quebec.  
 Reeves, H. A., Jr., R. B. Wheeler & Co., Philadelphia.  
 Reilly, Jas. H., New Jersey Lumber Protective Association, Newark.  
 Rider, William H., E. E. Jackson Lumber Co., Baltimore.  
 Rider, L. P., White, Rider & Frost, New York.  
 Riley, John T., Chas. S. Riley & Co., Philadelphia.  
 Riley, Henry C., Chas. S. Riley & Co., Philadelphia.  
 Roberts, Samuel, Grater Bodey Co., Norristown, Pa.  
 Rockwell, Fred W., Penn Door & Sash Co., Pittsburgh.  
 Ross, Walter W., Counsel Car Stake Complaint, New York.  
 Rudgers, I. Newton, I. Newton Rudgers Lumber Co., Montclair, N. J.  
 Rumbarger, J. J., Rumbarger Lumber Co., Philadelphia.  
 Rumbarger, Frank T., Rumbarger Lumber Co., Philadelphia.  
 Ruskauf, F. W., Pittsburgh.  
 Satler, L. L., L. L. Satler Lumber Co., Pittsburgh.  
 Schofield, R. W., Schofield Bros., Philadelphia.  
 Schumaker, A., Lumber Dealers' Association of Connecticut, Waterbury.  
 Schumper, W. W., Asst. Sec. N. W. I. D. A., New York.  
 Shepherd, C. O., Emporium Lumber Co., New York.  
 Sizer, Thos. M., Robert R. Sizer & Co., New York.  
 Skinner, D. E., Port Blakely Mill Co., San Francisco.  
 Skinner, C. O., Boice & Grogan Lumber Co., Boston.  
 Slade, Lewis C., Saginaw, Mich.  
 Sloan, Geo. F., Geo. F. Sloan & Bro., Baltimore.  
 Small, John H., R. S. Cohn, Washington.  
 Smith, Gouverneur E., New York.  
 Smith, Franklin A., Jr., Producers' Lumber Co., Philadelphia.  
 Staats, J. G., Lumberman's Review, New York.  
 Stevens, Geo. M., Jr., Stevens, Eaton Co., New York.  
 Stimson, J. V., Huntingburg, Ind.  
 Sener, W. Z., G. Sener & Bros., Lancaster, Pa.  
 Stirling, Chas. G., Price & Hart, New York.  
 Stone, F. E., Stone & Hershey, Newark, N. J.  
 Stoner, E. H., Flint, Frying & Stoner, Pittsburgh.  
 Summerville, A. J., Lumber Mutual Insurance Co., Mansfield, O.  
 Swain, A. W., Swain, Alcock & Swain, New York.  
 Sweet, Carroll F., Fuller & Rice Lumber & Manufacturing Co., Grand Rapids.  
 Tift, H. H., Georgia Interstate Saw Mill Association, Tifton, Ga.  
 Torpin, Richard, Richard Torpin & Co., Philadelphia.  
 Townsend, Chas. E., Jackson, Mich.  
 Tuck, Shirley E., Ryland & Brooks Lumber Co., Baltimore.  
 Turner, A. M., A. M. Turner Lumber Co., Pittsburgh.  
 Tremaine, M. S., Montgomery Bros. & Co., Buffalo.  
 Underhill, Frederick S., Wistar, Underhill & Co., Philadelphia.  
 Underwood, A. L., J. C. Turner Cypress Lumber Co., New York.  
 Vanderbeek, Isaac P., Vanderbeek & Sons, Jersey City.  
 Vietmeyer, E. M., J. M. Hastings Lumber Co., Pittsburgh.  
 Walcott, Nelson H., L. H. Gage Lumber Co., Providence.  
 Walker, Geo. E., Washington.  
 Walker, E. D., Lumber Trade Club, Boston.  
 Wall, J. B., Buffalo Hardwood Lumber Co., Buffalo.  
 Waters, Geo. E., Geo. E. Waters & Co., Baltimore.  
 Ward, A. Lynch, The Ward Lumber Co., Lynchburg, Va.  
 Weed, E. R., E. W. Rathbun & Co., New York.  
 Weltzel, P. Elmer, P. Elmer Weltzel & Bro., Philadelphia.  
 Weston, Wendell M., W. M. Weston Co., Boston.  
 Weston, R. P., W. D. Young & Co., Bay City, Mich.  
 Werden, F. O., Rumbarger Lumber Co., Philadelphia.

Wheeler, H. P., Wheeler & Dusenbury, Endeavor, Pa.  
 Wheeler, R. P., R. B. Wheeler & Co., Philadelphia.  
 White, Richard P., Douglass L. White & Co., Albany.  
 White, Walter G., Hull Lumber Co., Ottawa.  
 White, Richard S., Eastern States Retail Lumber Dealers' Association, Brooklyn.  
 White, Pendennis, White, Gratwick & Mitchell, North Tonawanda, N. Y.  
 Wiley, Maurice W., Wiley, Harker & Camp Co., Baltimore.  
 Williams, J. R., Land Title Bldg., Philadelphia.  
 Williamson, C. Frank, Media, Pa.  
 Williams, Hon. John Sharp, Washington.  
 Williams, J. Randall, Jr., J. Randall Williams & Co., Philadelphia.  
 Wilson, James J., Wilson & Stokes Lumber Co., Trenton, N. J.  
 Wood, G. L., R. E. Wood Lumber Co., Baltimore.  
 Wood, R. E., R. E. Wood Lumber Co., Baltimore.  
 Wright, E. B., Butters Lumber Co., Boardman, N. C.  
 Wright, J. Sam, Butters Lumber Co., Boardman, N. C.

#### Probable Settlement Car Stake Conference.

On the morning of March 9 the committee of the National Wholesale Lumber Dealers' Association on the car stake question met at the New Willard hotel, Washington, D. C., for the purpose of considering the adaptability of several permanent stakes now on the market. Several prominent lumbermen who had remained in Washington after the close of the recent convention of wholesalers, took part in the deliberations of the committee. Some of them favored the issuance of an ultimatum to the railroads immediately and the reopening of the case now pending before the Interstate Commerce Commission. It was decided, however, to go into joint session with the committee representing the railroads in the same matter, standing firm in the decision that the railroads must furnish their own equipment. The joint conference was executive, but there was much free discussion and a full realization of the importance of the question at issue, with the result that the lumbermen stood firm in their demands and the conference appointed a new committee of eight, four from each side, which was instructed to proceed at once to practical tests of the various stakes under consideration, and to report to a similar conference to be held in Chicago March 22. It is believed that this action bids fair to settle the entire difficulty.

#### Official Report Hardwood Manufacturers' Association.

The HARDWOOD RECORD has just published for the Hardwood Manufacturers' Association of the United States the official report of its fourth annual convention held at Louisville, Ky., January 16 and 17 last. The book comprises thirty-two pages and cover, of the same size as the pages of the RECORD, and is illustrated with a full page duotone-gravure portrait of President William Wilms and portraits of nearly a hundred other prominent members of the association.

The frontispiece is a photograph of two immense poplar trees known as the "McCormick twins," growing on the property of the Little River Lumber Company in Blount county, Tennessee. The pamphlet contains a list of officers and directors, executive board, and the several committees of the association; a page covering the achievements and aims of the organization; a full shorthand report of the proceedings of the convention, and an abstract of the speeches delivered at the banquet given by the lumbermen of Louisville and New Albany to the association on the evening of January 17.

The members of the association will be supplied with a copy of the book, and extra copies can be obtained by addressing Lewis Doster, secretary, First National Bank building, Chicago, Ill.

## Development of the Horizontal Band Resaw.

The horizontal band resaw is the evolution of a type of machine, originally produced in England, which was cumbersome to a degree and never acceptable to the American mind. In a general way the horizontal resaw has been on the markets of the United States for about ten years. It was originally designed as a slab resaw only, and for a time was almost entirely used in reclaiming merchantable stock that might be in the slab product. Today it is being used extensively, and it has naturally followed that attempts have been made to manufacture lumber, as well as to resaw slabs on the horizontal machine. Various difficulties have been encountered in these efforts, and it was the opinion of E. C. Mershon, mechanical expert of W. B. Mershon & Co., of Saginaw, Mich., that none of those on the market were entirely satisfactory, nor as efficient, accurate and reliable as they should be for the manufacture of lumber. With this in mind, he determined to undertake the designing of a horizontal resaw adapted to every sawmill requirement; in other words, a machine which should not only reclaim any valuable stock there might be in the slabs, but which could be used for resawing planks and cants as well. The result of his investigations and careful study of the problem is embodied in the resaw here-with pictured.

Varying the thickness of the cut by raising or lowering the entire feed bed of the machine to many minds is a very objectionable feature, and in order to avoid it Mr. Mershon's resaw is provided with a stationary feed bed, mounted on a substantial I-beam frame some twelve feet long. This frame is securely attached to a massive bed plate, which carries the supports for the saw wheels. The entire construction is low and not subject to vibration. The long bed referred to carries six powerfully driven rolls, and is provided with an adjustable center guide, running down its entire length. By means of this device either

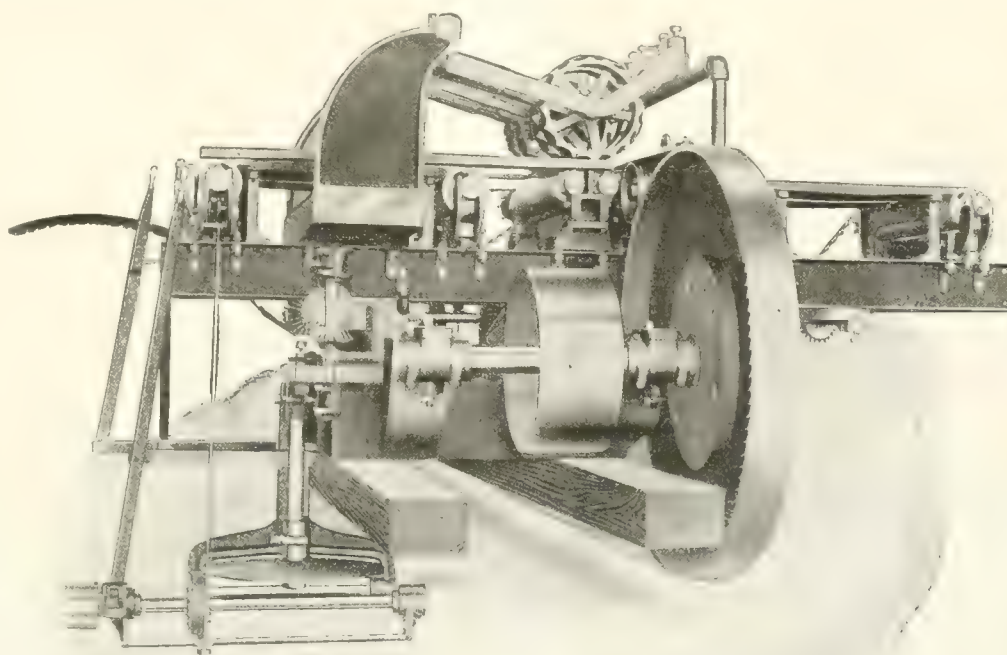
slabs or planks may be resawn indiscriminately at the same time.

In order to adapt the machine to resawing exceptionally wide stock, the guide is so attached that it can be instantly shifted to the extreme left-hand side of the bed, enabling the machine to take care of anything that comes down the live rolls, no matter how wide, how thick, or how irregular the upper surface may be, as in the case of very rough or bell butt slabs. Where the product of a mill runs largely to strips, or narrow dimension stock, two pieces can be fed at the same time on either side of the guide, making four in all. The machine is so designed that means can be conveniently provided for returning stock for

creased and greater accuracy insured. This special advantage which the machine possesses has attracted much attention and is a source of surprise to every practical lumberman who has seen it in operation.

The upper press rollers are sectional, and so constructed that they will adapt themselves to whatever stock passes beneath them. As regularly constructed they raise twelve inches above the bed of the machine.

Mr. Mershon's intention in evolving this horizontal resaw was not to put upon the market a machine which, on account of its low price, would compete with others, but to build the very best of this type that experience and mechanical ingenuity could devise. He has not only done this, but has successfully overcome every objection to the horizontal resaw in its previous stages of development. While his manner of construction is somewhat of an innovation, it has proved entirely practical and thoroughly reliable. Lumbermen who for any reason desire a horizontal machine, but who at the same time insist that their mills shall turn out good lumber and in large quantities, will doubtless



SIDE VIEW HORIZONTAL BAND RESAW, MFD BY W. B. MERSHON & CO., SAGINAW, MICH.

a second cut.

To vary the thickness of the cut, with the stationary feed bed referred to, a pair of so-called crowding wheels are utilized. These are supported by a yoke, and they in turn support the cutting section of the saw blade, so that it can be instantly set by quarters of an inch, either scant or full, to cut any desired thickness of lumber. They also serve the purpose of saw guides in a most satisfactory manner. An excellent feature of this part of the mechanism is that the crowding wheel, following the cut and serving as a saw guide, presents no obstruction to sawdust or refuse, cannot clog up and pinch the saw or cause troublesome miscuts. Another is that by supporting the saw blade at two points between the band saw wheels and adjacent to the cut, the efficiency of the blade itself is greatly in-

creased and greater accuracy insured. This special advantage which the machine possesses has attracted much attention and is a source of surprise to every practical lumberman who has seen it in operation.

Specifically, a description of the machine is as follows:

The six lower feed rolls are all driven, and are mounted on a substantial I-beam frame, forming a long bed or support for the stock; this bed extends fully six feet both in front of and behind the saw, securing a stable and accurate delivery of either slabs, planks or cants to the saw.

Unlike other horizontal resaws, the lower rolls are not raised and lowered for sawing different thicknesses, but are permanently lined at the proper height to correspond with the live rolls and transfer chains—i. e., are as carefully lined as the carriage track



of a log mill and left entirely unmolested.

Any thickness may be sawn off the lower side of a slab or plank at will by use of set works (patent applied for), which elevates that portion only of the saw which does the cutting. The change from one thickness to another is made in an instant, and crowding wheels serve the purpose both of setting the saw for different thicknesses and of saw guides.

Another important feature is the straining device for the saw blade, which is as sensitive as that on any vertical band mill; all sliding surfaces, or rack and pinion construction in connection with the saw straining mechanism, are avoided, and nothing employed which will become in the least inoperative, because of sawdust, pitch or other refuse. The variable friction feed is most powerful and convenient.

The upper press rolls are of large diameter, and are constructed in sections, each of which will swing to any desired height, independent of the others. Each of these sections is supplied with an air cushion, which does away with all shock, due to the

dropping of the rolls after a heavy butt slab or cant has been fed through the machine.

The web-wheel or driving band wheel is supported in journal boxes that are self-adjusting, self-lubricating, and so constructed as to secure perfect alignment at all times; the wheel corresponding to the upper wheel on a vertical mill is of the latest and most approved type; it is provided with a weldless steel rim accurately ground to templet, and is equipped with convenient cross-line adjusting device. Patented self-feeding oil pockets and scrapers are used for keeping the face of the wheels and the saws free from gum and pitch.

All long trains of gears or chains are avoided, each feed roll being driven as directly from the main driving shaft as practicable.

Dimensions: Wheels, 66 inches in diameter, mounted on extra heavy hammered crucible steel arbors; driving pulley, 28 inches in diameter, 12½-inch face, should make 500 r. p. m.; saws, 8 inches x 35 feet 6 inches long; weight, 16,000 pounds.

## Suggestions to Small Sawmill Men.

### THIRD PAPER.

A number of questions have come to the writer on subjects of sufficient general interest to be entitled to discussion here as the answers may contain suggestions of value to many operators of small sawmills. The first one relates to portable mills and is as follows:

"I am operating a small portable mill with a butterfly-valve on the engine instead of a governor, and the engine being mounted on the boiler shakes it considerably, so much so that I am anxious to know how to stop it. What is the best way to fasten the boiler down to prevent shaking, or is it best to take the engine off and bed it separately? Would it improve the matter any should I replace the butterfly-valve with a governor?"

There is no question but that the best way to prevent the engine from shaking the boiler is to dismount it and bed it separately. There are, however, other questions that enter here besides that of preventing shaking. Since the mill is a portable one naturally it is desired to preserve its portable qualities and keep the machinery in such shape that it can be moved and set up with the least possible labor and expense. The chief recommendation of the portable mill is the fact that it can be moved with small expense to the seat of the log supply instead of hauling the logs great distances to the mill. If the boiler is mounted on skids and of rather a heavy type, with the engine mounted on top in a self-contained frame, it is just about as convenient for moving to have it on a separate bed, because it lightens the task of loading and hauling as it can be divided in two parts. If of lighter type, however, mounted on

wheels so that the boiler and engine can be readily hauled about, it is not generally advisable to dismount the engine.

Fastening down the boiler so as to hold it rigid is not advisable. It may be Scotch-braced a little here and there, but if the boiler is fastened rigidly while the engine has a tendency to shake it, the chances are that the boiler will be seriously injured by working loose in the joints. Instances are known where efforts of this kind have resulted in working the flues loose in a boiler at such a rate as to render it practically useless for power purposes. By fastening the boiler the tendency to shake is not overcome, and when the boiler cannot give and shake a little as a whole to humor this tendency, the strain is simply removed from the body of the boiler to its integral parts and then it becomes a more serious trouble than if it were permitted to shake and rock a little on its skids or wheels. It should not be inferred from this that shaking is good for the boiler, for it is not, but fastening it down rigidly rather increases than lessens the annoyance. What should be done is to find out the causes of the shaking and remedy them.

There is a certain amount of vibration in the operation of any ordinary engine, induced by the intermittent reversing of the strain, yet shaking of a serious or troublesome nature is generally due to a lack of running balance. To remedy this trouble, then, the first thing to look to is the engine's balance. By a little experimenting, turning the engine over empty, it may be determined whether or not it is seriously out of balance, but if it is a high speed engine with a fly-wheel of small diameter, the

task will be a somewhat tedious one, because when the engine is disconnected, to have the crank shaft and fly-wheel free for experiment, the weight of the connecting rod is taken off. It is possible by the use of a balance or some portable weighing apparatus to get at the weight of the crank end of this connecting rod and its braces while the other end continues to swing in the cross head, and then by attaching to the crank pin an equal weight a reasonably accurate running balance with the engine disconnected may be had. The detail, however, depends considerably on local conditions and personal ingenuity; the main point is to make sure by some means that the engine is in proper balance, and if it is not put it in balance, when it will probably be discovered that the cause of the shaking has been removed.

As to the butterfly-valve and the governor, it is generally more satisfactory all around to have a good governor on the engine, but still, there are instances where it is really not advisable. Where the steaming capacity of a boiler is severely taxed to keep the mill going there is quite an argument in favor of the butterfly-valve, because when the saw is not in the cut steam can be shut off so close that there is barely enough passing through to keep the machinery moving, thus giving the boiler a better chance to accumulate against the strenuous need of the next cut than is afforded by the average governor, which presumably keeps the machinery moving at the same speed all the time. On the other hand, a reckless sawyer at times will open the butterfly-valve and permit the mill to attain an entirely unreasonable speed. This not only leads to excessive vibration and shaking on the part of the engine, but is a hard strain on the machinery generally, which in time will wreck it. Moreover, even the most conservative of sawyers permit this over-speeding frequently enough to raise an objection to the butterfly-valve. There is a way to get around this, and probably the best equipment where economy in steam by the close cut-off of the butterfly-valve is desired is to have both a butterfly-valve and a governor. Put the butterfly in front of the governor so that steam can be shut off close when the saw is not in the cut, then when the sawyer pulls the butterfly open the governor will act as a check against excessive speed. If, however, the steam can be kept up continuously, not shutting it off between cuts, with a butterfly, its use should be discontinued entirely and a good simple governor substituted. It may apparently reduce the output of the mill by putting a stop to intermittent high speed, but it will also save the machinery and at the end of the year when time and expenditure for repairs, etc., are considered, it will be discovered that more lumber has actually been cut, expenses have been lighter and the machinery will be in a much better condition than under the old plan of operation.

Another inquirer who is standing on the border between the portable and stationary mill with all its modern equipment, looks over into the field of the big mill and its labor-saving devices and gives voice to his thoughts as follows:

"I have a sawmill operated by a 9x12 self-contained engine, and boiler to match. It is just a plain mill with no frills and nothing but boiler and engine and sawmill. I have been looking over the ground and thinking about adding certain labor-saving machinery, but there is so much of it and so many different things that I am a little confused as to what additions I should make to improve the situation. A log haul-up would help out some by pulling the logs to the mill in better shape and enable me to select just what logs I want at any and all times; a log turner would help some, too, considerably in fact; so would an edger and a cross-cut saw. In short, there are a number of things that it seems I could use to advantage, but between them all I am in a quandary and want advice."

This suggests something that all are likely to overlook in this day of modern devices—it is just as important to know when not to buy as to know when to buy. In the first place, and generally speaking, a 9x12 engine should not be saddled with any machinery to drive in addition to a plain sawmill. That would seem to be making a quick and short disposition of the whole subject, but it really is not. It does mean, though, that if there is plenty of timber to cut, if the mill is to be run to its full capacity right along and turn out the most lumber in a given time the situation cannot be improved upon much by adding other machinery than the sawmill itself. Every machine added takes power from the engine,

and every line shaft and belt swallows up its portion of power until, before it is realized, the engine is loaded down and the mill capacity considerably reduced. There is no objection whatever to the appliances spoken of, because they are all useful. So is the steam feed useful, the lumber trimmer, the slab conveyor and all the other modern appliances, but the question is the practicability of their adoption in a mill of light power. Such a mill has no power to waste in pulling up logs, consequently it should be set so that logs can be gotten in without the aid of steam power. On a hillside of the right slope they may be trucked in without steam power, but on level ground it is better to groundhog the mill, put it flat on the ground and skid the logs in by hand. There are instances, and the time is coming when there will be more, where it is advisable to add other machinery to sawmills of this size, as in mills where the output per day is not so important as working up timber to the best advantage. It is said by some that the days of the "vest-pocket" sawmill are over. They are not, however; there is need for more machinery in the small sawmill today than ever before—machinery which will assist in economically working up logs, not only with a view to using all there is in them but of putting it to the best use. What is most to be desired now is not to work up more timber, but to work it up better, and since this is true it is time to turn to other appliances. What they should be in each case depends on local conditions considerably. It may be said that in the majority of cases it is better to add an edger than a log turner, because the edger, the rip saw, the cross-cut and this class of machinery serve best in carrying out the idea of economy in the sawmill of light class and limited power.

## A Lumberman's Letters to His Son.

NEW YORK, March 9, 1906.

My dear Son: I was in Chicago so short a time that there were several things I forgot to say to you before leaving. It will be a case of skiddoo, twenty-three for you, if I ever catch you sending out any more invoices calling for first and second plain oak as firsts and seconds, when it is mixed with twenty-five per cent or more of common. I am talking about that Brown order, which we sold at \$45 on New York freight rate. You know, and Brown knows, that this was not to be a straight grade of firsts and seconds, but he is showing our invoices to every lumber salesman that comes his way and telling him he is way above the market when he asks \$50 to \$52 for oak. On the rest of these shipments you leave off "firsts and seconds" and Frank Fee's "fas" and just invoice him "oak."

Your dad has been over to Washington the last two days attending the convention of the really-truly lumbermen of the country, and incidentally rubbing shoulders with Teddy. Now I like that man; he is "kitty at

the rat-hole" every minute, as Matt Clark down at Clay City says. He sort of lost his tally on forestry matters in the little speech he made to the bunch at the White House the other day, because, owing to pulling off the wedding of his daughter, he has been out of touch with Pinchot for some weeks.

When it gets down to talking common sense on the forestry proposition that man Pinchot is there with the goods. His ideas on forestry have taken practical shape and I don't believe there will be any more Fernows turned loose on a good timber proposition to devastate a forest and try replanting from seedlings.

There was a lot said at the lumbermen's meeting about just terms of sale, but these fellows are apparently between the devil and the deep sea. Most of them seem to want to buy on four months' time, and don't feel as though it is good sense to try to establish either net cash or sixty-day terms on sales made to their customers. So they just reaffirmed the old terms of sale proposition endorsed some years ago—sixty days, one and

a half off in fifteen—which would be considered customary in case of a law suit. Everybody was given liberty to go out and make any old terms he pleased on special contract when he bought or sold lumber. This was probably a very wise move, as the resolution was entirely harmless. I will be home in a few days.

Your affectionate Father.

P. S.—I am almost sorry I didn't bring you along with me to this Washington meeting. There were a good many hoop-skirts around the New Willard that looked like heiresses, although quite a number of them looked like "mutton dressed as lamb." I hope you are behaving yourself.

### Little River Lumber Company Loss.

In the early morning of Feb. 21 fire broke out suddenly in the plant of the Little River Lumber Company at Townsend, Tenn., and completely destroyed the sawmill, machine shop, tools, two freight cars and a passenger coach, leaving the engine a total wreck, although the boiler house was not damaged. Where the blaze originated is not known, but it is thought to have been caused by a spark from the edging burner. At the time of the fire the company was manufacturing lumber at the rate of 100,000 feet a day. It has several million feet on hand, however, and the mill will be rebuilt at once.

The Little River Lumber Company owns 93,000 acres of land rich in the finest types of timber, at the headwaters of the Little river in Blount county, Tennessee. The seat of operations is Townsend, which is a new, modern village, containing the band mills, planing mills, shops, homes and general outfit of a prosperous sawmill community. Here lumber is scientifically manufactured, piled and seasoned. The output is marketed throughout the entire east and as far west as Ohio. A part of it is sold through the general offices at Townsend and part through the Philadelphia office of W. M. McCormick, president of the concern. Taken altogether, the enterprise of the Little River Lumber Company is perhaps without a peer in the United States as an operating hardwood proposition. The destruction of the company's mill comes at a particularly unfortunate time, owing to important contracts of large size that had been booked.

### Building Operations for February.

Although the building season of 1906 has not yet opened, there is decided activity in building circles, with everything indicating a prosperous year. Official reports from nearly sixty leading cities of the country, compiled by The American Contractor of Chicago, show that the steady gain over last year that has been chronicled from month to month was fully sustained during February. While the open winter has had something to do with the large operations of the recent past, it cuts but a small figure in the present report, since the permits it records are mostly for buildings that will not be erected before the advent of spring.

Of the fifty-nine cities from which official reports are presented, only sixteen show a loss as compared with February of last year. The loss in Baltimore is 49 per cent, due to the circumstance that the city is now practically rebuilt, or arranged for. The only other cities of importance that show a loss are San Francisco, Cincinnati and Pittsburg, two per cent in the first instance, seventeen per cent in the second and ten in the last. The gain in New York is 55 per cent, which becomes very remarkable when we remember the unprecedented building activity that has prevailed there during the past two or three years. In other leading cities the percentage of gain is as follows: Buffalo, 94; Chicago, 29; Cleveland, 215; Columbus, 67; Jersey City, 402; Kansas City, 18; Little Rock, 574; New Orleans, 190; Omaha, 290.



Philadelphia, 121; Toledo, 100; Topeka, 242; Trenton, 200; Washington, 23. From every standpoint the outlook is most promising.

City—	Feb., 1906. Cost.	Feb., 1905. Cost.	Per cent gain.	Per cent loss.
Atlanta .....	\$301,542	\$130,878	150	49
Baltimore .....	525,000	1,030,000	..	..
Birmingham .....	131,452	33,660	290	..
Bridgport .....	142,300	61,050	133	..
Buffalo .....	472,073	243,137	94	..
Chicago .....	4,307,200	3,472,700	29	..
Cleveland .....	452,470	143,610	215	..
Chattanooga .....	143,560	42,470	233	..
Cincinnati .....	559,105	681,705	..	17
Dayton .....	218,755	81,625	167	..
Davenport .....	25,550	93,650	..	72
Dallas .....	142,752	73,183	95	..
Denver .....	458,770	313,170	46	..
Des Moines .....	34,500	17,650	95	..
Detroit .....	369,700	220,350	67	..
Evansville .....	32,570	112,046	..	70
Grand Rapids .....	84,933	20,795	308	..
Harrisburg .....	54,288	58,555	..	7
Hartford .....	100,730	24,995	300	..
Indianapolis .....	825,070	29,025	2735	..
Jersey City .....	312,087	328,620	..	5
Kansas City .....	170,810	33,996	402	..
Knoxville .....	464,255	390,155	18	..
Louisville .....	91,330	66,280	38	..
Los Angeles .....	684,705	101,551	574	..
Manchester .....	1,082,875	848,765	27	..
Milwaukee .....	18,240	2,250	701	..
Minneapolis .....	337,582	278,326	21	..
Mobile .....	798,835	484,565	64	..
Newark .....	300,862	290,740	3	..
New Orleans .....	31,914	34,955	..	8
New York .....	129,367	101,678	27	..
Philadelphia .....	561,660	245,102	128	..
Pittsburgh .....	437,515	147,405	196	..
Reading .....	17,280,350	11,117,201	55	..
San Antonio .....	8,419,150	5,599,750	50	..
San Francisco .....	3,107,904	644,710	..	..
Seattle .....	4,071,801	2,666,301	52	..
Spokane .....	1,549,820	2,139,650	..	27
Trenton .....	131,675	66,790	..	..
Toledo .....	147,050	37,675	290	..
Wash. D. C. .....	3,063,720	1,362,425	124	..
Wilmington, Del. .....	73,985	189,550	..	60
Worcester .....	347,281	389,317	..	10
Yonkers .....	161,725	106,500	51	..
Albany .....	77,635	37,970	104	..
Albany .....	31,335	13,740	128	..
Albany .....	1,636,263	1,275,122	28	..
Albany .....	140,103	320,721	..	56
Albany .....	1,712,440	1,750,795	..	2
Albany .....	96,850	60,596	59	..
Albany .....	321,848	459,500	..	29
Albany .....	322,776	186,813	72	..
Albany .....	42,900	12,950	250	..
Albany .....	103,625	81,310	27	..
Albany .....	201,010	100,453	100	..
Albany .....	42,770	12,493	242	..
Albany .....	37,037	12,740	190	..
Albany .....	127,835	156,334	..	18
Albany .....	106,293	26,935	290	..
Albany .....	910,155	738,509	23	..
Albany .....	155,590	7,469	1983	..
Albany .....	33,995	45,965	..	33
Albany .....	33,460	48,800	..	31

#### National Lumber Manufacturers' Association.

The fourth annual meeting of the National Lumber Manufacturers' Association will be held at the Jefferson hotel, St. Louis, May 8 and 9. Seventy-four delegates will be appointed to attend this meeting, representing the following organizations:

- Georgia Interstate Sawmill Association, 6.
- North Carolina Pine Association, 5.
- Yellow Pine Manufacturers' Association, 18.
- Northern Pine Manufacturers' Association, 11.
- Hardwood Manufacturers' Association of the United States, 6.
- Pacific Coast Manufacturers' Association, 10.
- Southern Cypress Selling Company, 4.
- Northwestern Hemlock Manufacturers' Association, 3.
- Southwestern Washington Lumber Manufacturers' Association, 3.
- Wisconsin Hardwood Manufacturers' Association, 3.
- Southern Cypress Manufacturers' Association, 5.

#### Late London Market Letter.

The market is not so much as all hardwoods at the moment tend to restrict operations. Buyers are not at all eager to make contracts for forward deliveries, but are paying good prices for their requirements from stocks, which in some respects are reduced to a very low state. If shippers in the present state of the market will not make any further orders, prices stand a

much better chance of getting in a line with those in America, but it is a fact that a good many lines are to be picked upon this side at about the free on board values in the States.

The demand for prime and medium plain oak is good, and parcels arriving are eagerly sought for at good prices. Cull grades in boards are difficult to sell and the market is fully stocked.

Export quality in 3 and 4 inch planks is scarce, and good prices are being paid for forward deliveries, but at present there seems very little disposition on the part of buyers to speculate. Quartered oak, for which there has been no call for some months past, is now being inquired for. Whitewood boards in all qualities are in good demand and the increase in prices is having the effect of clearing stocks here. Planks are in better demand but stocks are ample.

Satin walnut is firm and arrivals are light.

Cull and medium walnut are scarce and full prices are realized for parcels arriving.

#### Historic Oaks for Cars.

Two handsome dining cars for the Burlington route have recently been constructed, resembling in appearance the popular Vienna rooms of fine restaurants. On a plate rail around each car are displayed steins and specimens of rare china. At the ends of both are private dining rooms. The oak which furnished the material for these beautiful cars was recently cut, with twenty-seven of its fellows, from the forest of Buckingham park in England. Its age is not known, but it was undoubtedly an ancient tree even in Cromwell's time. The oak was nearly eight feet in diameter. In making it into lumber a gate hook was found near the center, driven there perhaps seven or eight hundred years ago. A slug bullet, such as were used in the first matches, was also found.

Not long ago a semifossilized grove of oaks, which are thought to have been buried over 2,000 years, was discovered at Yaxley. Most of the trees are in a perfect state of preservation, but are so petrified that they turn the edge of an axe. Eighty of the immense trees have been excavated, and a hundred more will soon be uncovered. Makers of antique furniture are buying quantities of the oak, and William Waldorf Astor has purchased a large number of the trees, which will be cut into thin sheets and used to cover the walls of Beyer castle.

#### Extensive Timber Purchase.

The Donaldson Lumber Company of Charleston, W. Va., has recently purchased between 10,000 and 11,000 acres of timber land in Greenbrier county, West Virginia, on Laurel and Anthony's creek. W. B. Bush and others of Washington, Pa., were the former owners and had held the tract about two years. The price paid by the Donaldson Lumber Company is understood to be \$160,000. The company intends to utilize the timber and is putting in a new band mill with eight-foot band saw, in order to begin operations at once. The property contains approximately 58,000,000 feet of white and chestnut oak, 8,000,000 feet of chestnut, 3,000,000 feet of poplar, 12,000,000 feet of hemlock and 5,000,000 feet of other marketable timber.

#### New Orleans Lumber Exporters' Assn.

The first regular meeting of the New Orleans Lumber Exporters' Association will be held on Monday, March 12, at 4 p. m., in the committee room of the Ilibernia Bank building. At this meeting a board of directors will be elected, committees will be appointed, and discussion on the future work of the association will take place.

#### New Ford Brenner Lumber Company Enterprise.

The Ford Brenner Lumber Company of Memphis, Tenn., is about to begin operations near Salisbury, N. C., and has named the suburban site Brenner. Fifteen acres have been taken for a period of ten years, with an option on

more land given with the promise to influence minor industries to follow. The company will erect two mills, to cost \$20,000. A surveyor is at work on the grounds, and A. L. Van Nuys will superintend the completion of the plant. He says the company will doubtless be able to furnish all the furniture factories in the state with all the hardwood they require.

#### Removal Offices Hardwood Manufacturers' Association.

The Hardwood Record is in receipt of a notice from Lewis Doster, secretary of the Hardwood Manufacturers' Association of the United States, stating that the offices of that organization have been removed from the Harrison building, Columbus, O., to suite 1535 First National Bank building, Chicago, where all mail should henceforth be sent. Anyone desiring information about grading rules, price-lists, etc., is invited to communicate with the secretary, who will cheerfully answer all inquiries.

#### The Northern Lumber Company.

The sawmill of the Northern Lumber Company at Birch, Mich., will be in operation by March 15, and will have a capacity of about 80,000 feet of hardwood. The plant is fitted with 600 horse-power boilers, and the steam feed is through a twelve-inch pipe. The company's large pile of saw logs contains over 6,000,000 feet of soft and hard woods—pine, hemlock, ash, elm, maple, basswood and spruce, and is being added to at the rate of 150,000 feet a day by logs hauled from different camps. When stock is all in, it is thought that the pile will contain 12,000,000 feet of merchantable timber.

#### Miscellaneous Notes.

Robert Loudon of Newgarden, O., has purchased a tract of white oak timber near Han overton.

Dayton, N. Y., is soon to have a new industry in the shape of a stave factory which will employ fifty men.

The Union Cottonwood Lumber Company, Ltd., has been incorporated at Shreveport, La., with a capital stock of \$5,000.

William Garrett of Canandaigua, N. Y., is sawing walnut logs and shipping the lumber to Germany, to be used for veneering.

Hoope, Brother & Darlington of Brooksville, Fla., are about to establish a hardwood mill to manufacture buggy rims, spokes, etc.

Fire damaged the Jamestown (N. Y.) Coöperative Cabinet Company's plant to the extent of several thousand dollars on March 1.

Peter Becher of Corunna, Ind., has purchased the stock of William Zonker, a hardwood dealer at that place, and will continue the business.

The Columbus Handle & Tool Company of Columbus, Ind., has secured a site at Madison, Ind., where it will construct a large factory.

The firm of W. J. Buckingham & Son has been organized at Mathiston, Md., with a capital of \$10,000. It will erect a handle factory there.

Henry Hustin of Elsie, Mich., has lately shipped five carloads of baseball bat timber ready for the lathe and expects to ship as many more carloads.

The Sanders & Egbert Company of South Bend, Ind., recently received two loads of walnut logs from the vicinity of Grainger, which were of excellent specifications.

The Rowan Lumber Company of Mt. Sterling, Ky., has recently purchased 10,000 acres of timber land in Floyd and Pike counties. It will build a mill for manufacturing staves.

The Benton County Casket Factory of Bentonville, Ark., will move to Fort Worth, Tex. It is said that the inability of the management to get satisfactory freight rates is the cause of the change.

A stave mill at Birmingham, Mich., the property of A. Mark of Detroit, was destroyed by fire Feb. 26, causing a loss of \$4,000. The mill itself was old and not very valuable, but was



lotted with cypress, hardwoods, all of which was burned.

M. D. Harkins of Portland, Ind., recently purchased 2,000 acres of land near Allegheny Springs, Penn., heavily timbered with 1,000,000 feet of pine, poplar and oak. He also purchased a saw mill, and at once began manufacturing lumber. Mr. Harkins proposes to establish a lumber yard at Portland in the near future.

George A. Sawyer of Michigan City, Ind., is preparing to establish a planing mill there, for the manufacture of doors, sashes, sash and in sash frames, and dwellings. Construction of a building will begin at once, and machinery will be installed in time to have the mill in operation sometime this spring.

The Vance Corning & Lumbering Company has been incorporated at Newark, N. J., to manufacture veneer flooring, ceiling, moulding, wainscoting and woodwork of all kinds. The company is capitalized at \$50,000 and the incorporators are W. Hurd, Warkins, N. Y., P. S. Hurd, New York City, J. W. Benton, Newark, N. J.

The A. E. Smith Shingle Mills located near Orange, Tex., is towing cypress logs from the Neches river to its plant. The company reports a better supply of cypress logs since last May than in any season for several years. Unless a high river comes this month it is not believed that much cypress will be gotten from the swamps the coming spring.

At an early date the Consumers' Lumber Company of Chattanooga, Tenn., expects to receive its charter, when the organization will be perfected and officers elected. The concern will deal principally in hardwoods, the product being used largely by the Acme Kitchen Furniture Company, the Chattanooga Furniture Company and the Kelsey Manufacturing Company.

John J. Flood of Bay City, Mich., is manufacturing mahogany logs into lumber for Edward Germain of Saginaw. Mr. Germain buys his mahogany in the tree in Africa, has it hauled to the coast and freighted to the Flood mill to be sawed. It is then shipped to Saginaw to be worked in the mills of the high-grade pianos which are turned out at the Germain plant.

Work is being pushed on the four-story building at Holland, Mich., for Chas. P. Limbert & Co. of Grand Rapids. The factory is of the slow burning type, 60x350 feet in dimensions, of brick and concrete. It is expected that it will be ready for occupancy about the first of May, when 200 men will be employed and a fine line of arts and crafts and old hickory furniture will be turned out.

T. F. Fulkerson of Trenton, Mo., has established a plant there to manufacture wooden pins used by telephone and electric light companies for mounting their glass insulators at the tops of the poles on which the wires are hung. One machine will turn out from 1,000 to 2,000 pins a day. The pins sell for from eight to twelve dollars a thousand. They are made of locust wood, because it seasons with little shrinkage.

The Alaska Refrigerator Company of Muskegon made a record-breaking purchase of ash lumber when they bought from the McKillup & Hooper Lumber Company of Manistee 1,000,000 feet of ash of the cut of 1905. The Alaska Refrigerator Company is using more than 600,000 feet of lumber a month. This includes the cheapest kinds, employed in making shipping crates, and the costly woods that go into fine refrigerators.

Frank Buell of Bay City, Mich., expects to install a plant there for the manufacture of wood alcohol, charcoal, tar and acetate of lime, similar to other works of the kind throughout the country, where there is an abundant supply of hardwood. It is Mr. Buell's plan to use the refuse from the Detroit mill owned by the Wyllie-Buell Lumber Company. He says Detroit and Chicago capitalists are in the deal, and that it will be pushed through as quickly as possible.

The officers of the new Lane-White Lumber Company of Fort Smith, Ark., manufacturers and wholesalers of hardwood lumber and logs,

are as follows: A. P. White, president; J. L. Lane, vice president and manager; George O. Worland, secretary. The officers, with W. R. Abbott and H. J. Fitzhugh, are the directors of the company. J. L. Lane will continue his Chicago business, and it is understood that he will take a partner in opening the firm name of J. L. Lane & Co.

The Standard Export Lumber Company, Ltd., has recently been incorporated by William S. Hofstra, president of the Sea Coast Lumber Company of New York, James D. Lacey of J. D. Lacey & Co., New Orleans, and Chicago, and E. R. de Mont, manager for Hunter, Bern & Co. The new concern will export from New Orleans Port Arthur and Gulfport. Its foreign agents are Price & Pierce of London. The offices of the company are at the Hibernia Bank building, New Orleans.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

The HARDWOOD RECORD is in receipt of an announcement from E. H. Dedefaugh, editor and proprietor of the Barrel and Box of Louisville, that the tenth birthday of his publication will be celebrated in his March issue. Mr. Dedefaugh is to be congratulated on the excellent paper he is publishing, and on the splendid work he has accomplished for the box and cooperage industry. There is no man associated with the trade newspaper press who is more highly appreciated by his constituents than is Mr. Dedefaugh.

Notice has been received at this office from George E. Watson, secretary, announcing the removal of the offices of the Southern Cypress Manufacturers' Association from the Liverpool & London & Globe building to the twelfth floor of the Hibernia building, New Orleans.

The recently received statement of the Pennsylvania Lumbermen's Mutual Fire Insurance Company exhibits a highly satisfactory condition of the business and finances of that sterling institution. The insurance in force by this company on January 1 last was \$6,166,771, with total assets of \$595,010.19 and no liabilities. The company shows a surplus of over \$140,000. This condition of the company's affairs must be highly gratifying to the policy holders, and reflects unqualified credit on Manager Justin Peters.

The HARDWOOD RECORD is in receipt of a very handsomely printed pamphlet from the Kelsey-Dennis Lumber Company of North Tonawanda, N. Y., illustrated with photographic views of its stocks, yards and sheds of hardwood lumber. The text of the booklet gives an idea of the splendid stock carried by this company and fully warrants the title of the booklet—"Acres of Lumber." Doubtless duplicate copies of this little work can be obtained by addressing the Kelsey-Dennis Lumber Company at North Tonawanda.

H. C. Barroll & Co., the well known bankers of the First National Bank building of this city, whose specialty consists of financing large lumber operations, announces that on March 12 they will receive subscriptions at par for \$600,000 first mortgage serial timber bonds of \$500 each of the W. R. Pickering Lumber Company of Kansas City, Mo. This loan is secured by about 420,000,000 feet of yellow pine and about \$5,000,000 of hardwood timber in Louisiana and Texas, and on two large lumber plants at Pickering and Barhan, La. H. C. Barroll & Co. have had unqualified success in placing securities for a number of large lumber manufacturing houses, and as the securities offered by the Pickering loan are exceptionally good, they will doubtless be marketed very promptly.

A. H. Ruth, Chicago representative of the G.

L. Bogen, M. E. & Lumber Company, with mills at Croghan, N. Y., and offices at 143 Liberty street, New York City, has been incorporated with a capital stock of \$25,000. The company owns and operates a sawmill with a capacity of 2,000 feet per day and has contracts for the supply of this mill for 30,000,000 feet of hard and soft timber, with options on as much more. A veneer mill will be installed within the next few weeks to cut veneers from maple and birch, also a shingle mill to make cedar shingles. The rest of the lumber will be sold in the rough to New York retail yards except the beech, which will be cut into small squares for dimension stock and sold to chair manufacturers. The incorporators are George W. Bogen, New York City; E. L. Klotz, Singac, N. J.; James A. Hubbard of the Hubbard Lumber Company, Paterson, N. J.

W. Jones Lumber Company, Appleton, Wis., and William J. Wagstaff of Oshkosh were pleasant callers at the RECORD office on March 8.

H. B. Leavitt, president of the Leavitt Lumber Company, returned recently from a trip through the West Indies. He speaks enthusiastically of the islands, and says that his trip was very enjoyable with the exception of part of the outgoing voyage, when the steamer encountered a heavy storm and came near foundering; in the meantime fire broke out on board, and the fate of the vessel was conjectural. This state of affairs was of short duration, however, and the voyage continued without further accident. Mr. Leavitt met a number of Chicago lumbermen while in Havana.

The Paepcke-Leicht Lumber Company of this city, which now has offices in the Tribune building, is erecting a new two-story and basement brick office structure 100x100 feet, on the north-east corner of Chicago avenue and Sangamon street. It will be used for the offices of the Chicago Mill & Lumber Company, the Marked Tree Lumber Company, the American Box Company, the Chicago Packing Box Company and the Cairo, Memphis & Southern Railroad & Transportation Company (allied concerns) as well as of the Paepcke-Leicht Lumber Company. The building is but one block from the Chicago Packing Box Company's plant. It will be modern in every particular and finished in mahogany. The company will take possession May 1.

The HARDWOOD RECORD is in receipt of an announcement from the Gibbs, Hall & Allen Company of Grand Rapids, Mich., stating that on March 1 it succeeded the firm of Gibbs & Hall of that city and will continue the manufacture and sale of lumber, shingles, lath, posts and other forest products. All unfilled orders and contracts are assumed by the new concern and shipments will be made as arranged; a much larger assortment in all lines will be carried. The new member of the company is Edward C. Allen of LeRoy, Mich., already favorably known to the trade.

The Western Electric Company of Chicago will spend about \$1,000,000 this year in the extension of its works. A woodworking branch will be installed for the manufacture of switchboards. It will involve the construction of a number of buildings and the establishment of a hardwood lumber yard, to contain 4,000,000 feet of lumber, with dry kilns and sheds.

The HARDWOOD RECORD acknowledges the receipt of the wedding cards of Franklin Howard Smith and Grace Harris Mason, accompanied by the announcement that they will be at home at 304 East Sixty-second street from this date forward. Mr. Smith will be remembered by all Philadelphia lumbermen as a writer for the lumber press from that city for several years, and lately of the editorial staff of the American



lumbermen, but his own watch position he still occupies. But he and his wife have the consolation of the **HARDWOOD RECORD**.

The Lumbermen's Association of Grand Rapids, Mich., is holding a very enjoyable meeting to be held in that city on March 16, and on the evening of the day will give an informal banquet at the Grand Hotel, at which Earl Palmer, president of the National Hardwood Lumber Association, will be the guest of honor. Other invited guests are: H. C. Humphrey, Appleton, Wis., second vice president of the National association; C. E. Lloyd, Jr., Philadelphia, third vice president; Gardner I. Jones, Boston, and W. H. Russe, Memphis, of the executive committee of the association, and several others.

### Boston.

A large crowd gathered March 22 at the Hotel Brunswick under the auspices of the Lumber Trade Union and the Massachusetts Wholesale Lumber Association. Ladies' night will be observed on this occasion for the first time. Music and a high class entertainment will be provided.

The annual meeting of the New Hampshire Lumbermen's Association will be held at Nashua, N. H., March 13.

The New England Stool Company of New Haven, Conn., is contemplating moving to Wallingford, Conn. The board of trade of the latter place has arranged to cover the expense of moving and also to guarantee subscriptions to \$5,000 additional stock. It is also thought that the town will abate the taxes for ten years. The company manufactures piano stools.

The Williams Manufacturing Company of Northampton, Mass., has purchased 7,500 acres of timber land in northern Vermont. It is estimated that the land contains about 50,000,000 feet of lumber, 35,000,000 of which is hardwood. A mill 100x60 feet will be erected. Hardwood flooring will be produced and veneering for use in the Northampton plant will be manufactured.

Among the imports since the first of March was about 150 mahogany logs.

The Middlesex Automobile Body Company has been organized in Connecticut. The president is James H. Turner of Boston; Frank W. Wychinske of Middletown is secretary and Felix Janicki of Middletown is treasurer.

Charles W. Leatherbee of the C. W. Leatherbee Lumber Company has been making a trip among the mills in North Carolina.

W. B. R. R. has on the Smokey Valley Lumber Company, and will make a trip to New Brunswick.

Harry Chester of W. R. Chester & Co. spent the early part of the month in Maine.

J. M. Clements of J. M. & L. D. Clements of Southbridge, Mass., was in Boston recently.

Charles H. B. B. has been on a trip to New York and Washington.

Mr. Pease, formerly manager of the Boston office of the Wiley, Harker & Camp Company, and his wife visited Boston early in the month. Mr. Pease had a stroke of apoplexy last spring and was obliged to retire from active business.

Mr. Harrison, representing Greenleaf, Johnson & Co. of Baltimore, has been visiting the New England trade during the month.

William H. Wood of W. H. Wood & Co., Cambridge, Mass., visited his newly acquired timber lands this month.

John A. Hammond of Winthrop, Mass., is a member of the D. M. Bristol lumber business.

Frank B. Albrow was elected president of the F. L. Allen Lumber Company of Fall River, Mass., at the annual meeting and Frank L. Allen was elected treasurer.

### Knoxville.

The scarcity of hardwoods in this immediate vicinity is being felt more and more, and, in fact, it might be stated that the scarcity of special material is greatly handicapping the building boom which has been on here for some time.

Macdonald was asked the reason of the scarcity. He replied: "Because the owners of timber in the mountains are holding it until they can get the highest prices for it; they think there is a boom which does not exist and they have become exorbitant in the prices that they are asking for it."

Leitch & Macdonald have purchased 2,000,000 feet of timber in the Great Smoky mountains near the North Carolina line. The timber is near one of the mountain streams and will be cut and floated down as soon as there is a freshet.

C. G. Schroeder, a commission lumberman of this city, has gone to Nashville, where he is looking after business in the hardwood line.

The firm of Kimball & McMahon, composed of J. C. Kimball and C. J. McMahon, has dissolved. Mr. Kimball will continue in the business as before, while Mr. McMahon has not determined what he will do.

### New York.

The two committees representing the railroad and lumber interests, as appointed at the car stake equipment conference in Washington on February 1, will meet at the New Willard Hotel on March 9, the day after the closing of the annual convention of the National Wholesale Lumber Dealers' Association, to make practical demonstrations with several available permanent car stakes, the outcome of which it is hoped will be the choice of some permanent stake which will end the controversy.

Another big stock lumber insurance company will enter the field about April 15 or May 1, with a cash capital of \$200,000 and cash surplus of \$100,000, all of which has been subscribed. The company will be owned and managed by the same interests which have so successfully conducted the affairs of the Lumber Insurance Company of New York, 66 Broadway, this city, and with its incorporation the interests represented therein will control several companies with combined cash assets of over a million dollars, making it the largest factor in the trade insurance field.

The National Casket Company, the largest producers of coffins and caskets in the country, has just closed a deal for the purchase of the business of William L. Lockhart & Co. of Boston, its strongest competitor in the New England market.

M. B. Farrin of the M. B. Farrin Lumber Company, Cincinnati, O., accompanied by Mrs. Farrin, sailed from this city on February 17 for a pleasure trip to the West Indies, covering a period of six weeks. Before sailing Mr. Farrin expressed himself as very well satisfied with business conditions and the outlook for the balance of the year.

The National Hardwood Lumber Association has not as yet appointed an official inspector for the New York market in place of P. J. Bresnahan, resigned, but advices have been received from Secretary Fish that the appointee would be announced in a few days.

George W. Keyser, who has been associated during the past eight years with I. T. Williams & Sons of this city, has severed his connection to manage the lumber affairs of G. H. Gerard & Sons, Brooklyn.

Samuel E. Barr, Flatiron building, this city, has just returned from a trip to Tennessee mill points in the interest of business and reports everything at the manufacturing end of the business in good shape.

T. H. Wall of Buffalo was a recent visitor in the interest of business, which he reported as satisfactory.

John J. Rumbarger, head of the Rumbarger Lumber Company, Philadelphia, was a recent visitor spending his time with W. W. Welch, the company's local representative, at the New York office of the company.

Among the other visitors in town were R. E. Wood of Boston, R. B. Connor, Springfield, Mass.; J. W. Conner, Philadelphia, Pa.; J. M. Conner, Springfield, Mass.; J. A. Wood, New York.

son, Bristol, Tenn.; A. M. Williamson, Providence, R. I.; Hugh McLean, Buffalo, N. Y.; L. A. Kelsey, North Tonawanda, N. Y.; L. Herzog, New Orleans, La.; F. A. Wilson, Columbus, O., and H. M. Bickford, Boston, Mass.

The Stewart Lumber Company was incorporated in this city to conduct a general mahogany and hardwood lumber business with a capital of \$10,000 by George W. and E. Stewart of Brooklyn and C. F. Keyes of New York. It will occupy the old Dannat & Pell yard at the foot of Browne street, Manhattan.

Walter T. Hart of Price & Hart, 18 Broadway, has been elected a director in the National Lumber Exporters' Association to fill the vacancy caused by the death of his partner, Ernest M. Price, which occurred recently.

The sheriff has received two accusations against the W. F. Furniss Company, importers of mahogany, 391 Avenue A, aggregating \$3,144, in favor of Irvin & Sellers, lumber house, on two accepted bills of exchange. A keeper is in charge of the place.

There was a special meeting of the board of trustees of the New York Lumber Trade Association on February 28 at its headquarters, 18 Broadway, at which time resolutions were adopted on the death of Ernest M. Price, who had so faithfully served the association for many years as a trustee. Two new members were admitted to the association and general routine matters were dispensed with. Waldron Williams of I. T. Williams & Sons, prominent Eleventh avenue hardwood house, was elected a trustee to fill the vacancy caused by the death of Mr. Price.

### Philadelphia.

Of interest to lumbermen is the statement issued by the Bureau of Building Inspection for the last month. It shows that permits for work to cost \$3,063,720 were obtained in February, which is \$1,701,295 in excess of the estimated cost of the building permits issued for the corresponding period of last year.

Samuel H. Shearer & Son of this city have moved their offices from 1101 Crozier building to 914-915 same building. The old quarters were entirely too small to handle their immense business, and the much larger and better equipped offices of the new suite were necessary.

B. F. Betts of C. M. Betts & Sons, Real Estate Trust building, is in Washington at the convention of the National Wholesale Lumber Dealers' Association. Mr. Betts has been there frequently during the winter on matters of general interest to the trade, especially the car stake question, which he helped to explain to the Interstate Commerce Commission.

A. W. Moore of Chicago was here during the month, the guest of A. S. Malone.

Charles H. Thompson of Lewis Thompson & Co., Eighteenth and Indiana avenue, is in Florida seeking to recuperate from the effects of a strenuous winter.

W. H. Lear is another of the prominent retailers of this city who is in the South on a pleasure trip.

Hugh McLean of the Hugh McLean Lumber Company and E. H. Booth of A. A. Booth & Bros., Bayonne, N. J., were visitors to the local market during the month.

F. A. Dudley of the Otter Creek Boom & Lumber Company was confined to his home last week by an attack of grippe.

The next concatenation of Hoo-Hoo will be given Tuesday evening, March 13, at the Hotel Walton. In addition to the regular program there will be a vaudeville show and smoker.

Paul Fleck of the Otter Creek Boom & Lumber Company is authority on the statement that Philadelphia is becoming a center for lumbermen. Mr. Fleck recalls that during the last few years a very bee hive of lumbermen have clustered in the center of the city and since many of them are representatives of Southern and Western houses he is inclined to think that this city is beginning to be appreciated as a lumber center.

advantage of a good harbor and ample transportation facilities both by rail and steam.

Jerome H. Sheep of Sheep & Vandegrift made an extensive trip last month through the West and South.

The measures proposed against the Pennsylvania Railroad Company to compel it to abandon its rebate charge of \$10 for mileage books are still in an undefinable state. It is now a question for the lawyers, and lumbermen must wait until they are prepared.

### Baltimore.

Fifteen kittens were taken into the fold on the evening of February 24, when a consecration of Hoo-Hoo was held at the Merchants' Club. At the same time the boom for Baltimore as the place for the national gathering in 1907 was gotten under way. The ceremonies of the evening were in charge of Vicegerent Snark George E. Waters.

James W. Knowles, the oldest member of the Baltimore Lumber Exchange and the last charter member of the Chamber of Commerce, died at his home on February 26 of uremic poisoning, after an illness of only two days. He was 82 years old. In 1891 Mr. Knowles engaged in the lumber business, his two sons, Edwin W. and James W. Knowles, Jr., having become associated with him in the course of time. The funeral was largely attended, among those present being a delegation from the Lumber Exchange. Besides the two sons mentioned, a third, Clarence C. Knowles, lives in New York.

Three cars of yellow poplar logs on the Baltimore & Ohio pier last week attracted much attention. There were only twelve logs on the three cars, and they measured from 48 to 63 inches in diameter, the average being 55 inches, and the entire consignment containing 12,000 feet, Scribner's measurement. The logs were from 7 to 8 feet long and had all been cut from one tree in southwestern Virginia. They were consigned to John L. Alcock & Co. of this city, who are shipping them to Paris, where they will be cut up into veneer. The logs are said by lumbermen to be the largest ever seen here.

### Pittsburg.

The Reliance Lumber Company is preparing for a big summer's trade in hardwoods. Its president, George W. Hayner, has been on an extended tour of West Virginia contracting with the mills there for their cut of oak, chestnut, etc., for several months ahead. The Reliance now has the output of one mill in Upshur county, one mill in Pocahontas county, and has in all several million feet contracted for to be delivered during the next six months.

H. Gildchaus, local manager for the Farrin-Korn Lumber Company, is in Ohio on business. His firm, which recently established a Pittsburg office, is already deep in the oak trade of this territory.

A syndicate of Pittsburgers headed by W. B. Brush of Washington, Pa., has bought 11,000 acres of timber land in West Virginia. The price is said to have been about \$200,000. A portion of the tract will be cut off, but most of it will be held for speculation.

Louis W. Fitchett, who has an extensive lumber acquaintance as the result of his long term of service for the Farrin-Korn Lumber Company of Cincinnati, has accepted a position as salesman for the American Lumber & Manufacturing Company and will cover the Ohio and Indiana territory.

Bemis & Vosburgh is the title of a new Pittsburg firm. It has secured offices in the Farmers Bank building and will handle a full line of hardwoods in addition to hemlock and pine. The company succeeds to the business of J. M. Bemis & Son of Bradford, Pa., which was one of the oldest firms in the state. It will have the output of all the latter's mills in Forest and McKean counties, Pennsylvania, and Randolph county, West Virginia. J. M. Bemis, H. C. Bemis and W. W. Vosburgh constitute the company.

A. W. Cook of Brookfield, Pa., who was for-

merly of the Cook & Graham Company, has bought the lands and mill of the Droney Lumber Company at Unamis, Pa. The property is on the White Creek and a branch of the Baltimore & Ohio railroad and work of cutting will be pushed hard.

W. E. McMillan of the McMillan Lumber Company is beginning to look quite like himself again, after an eight months' siege with surgeons, resulting from serious injuries received in the Pennsylvania railroad wreck at Harrisburg. His company is running its mill at Wilson, W. Va., day and night.

C. H. Merriman of Burton, Ohio, has bought from S. J. Mann of Warren, Ohio, the last tract of hardwood timber of any size left in Ashtabula county, Ohio. It is located near Wayne, on the Lake Shore, and will afford the buyer a fine lot of maple, oak and beech timber, some of which will be used for ship timbers.

The J. H. West Lumber Company of Warren, Pa., has been chartered at Harrisburg with a capital of \$50,000. The company will have headquarters at Warren and will handle oak and hemlock chiefly.

E. C. Brainerd, hardwood manager of the Nicola Brothers Company, is in Cleveland for a short business trip. The Nicolas are looking carefully ahead for signs of a rising market in hardwoods and are husbanding their stocks of some woods carefully.

Willson Brothers are well established in the hardwood business now, and their hardwood manager, J. I. F. Balsley, is making frequent trips to West Virginia in search of stocks. The company is having some complaint on account of slow shipments. It is getting a fine lot of hardwood from Catlettsburg, Ky., and from its two mills on the West Virginia Central railroad. Oak is the leader in its hardwood trade at present.

Flint, Erving & Stoner are preparing to develop the property they are interested in throughout Indiana, Clearfield and Armstrong counties, Pennsylvania. It is probable that several portable mills will be put in shortly and that a considerable amount of oak will be cut off this summer.

L. A. Buzard of the Pennsylvania Lumber Company is in Sheffield, Pa., on a business trip. Mr. Buzard recently returned from the South, where his company, under the direction of F. K. Bradshaw, its former Pittsburg manager, is cutting a splendid lot of oak and chestnut at Marion, Va.

J. H. Morgan of the C. P. Coughy Lumber Company is back from a trip through West Virginia. Stocks of hardwoods are very short, he says, and for No. 1 lumber high prices are being asked by the mill owners. He succeeded in picking up several small lots of good oak and chestnut, which will be delivered in the Pittsburg district this spring.

J. N. Woollett, hardwood manager of the American Lumber & Manufacturing Company, has lately bought 5,000,000 feet of oak, poplar and chestnut in Tennessee for delivery during the next twelve months. This is one of several deals which Mr. Woollett has made within the last six months to strengthen the position of the American in the hardwood trade. He looks for a record-breaking year. The American is already sold out practically on chestnut, most of which goes to the New York market.

The Linehan Lumber Company is holding up its rank as one of the foremost hardwood firms of Pennsylvania. Its spring trade is very satisfactory and it is broadening the field of its operations steadily. Oak, maple and chestnut are all selling well with this firm at present and the members look for higher prices before summer.

The Pittsburg Lumbermen's Bowling League, which has been one of the most successful means ever tried of promoting acquaintance and good fellowship among Pittsburg dealers and their office forces, has closed its season of games. The rank of the companies in the contests was

as follows: Nicola Brothers Company, J. M. Hastings Lumber Company, Forest Lumber Company, Empire Lumber Company, Commercial Lumber Company, L. L. Sattler Lumber Company, Willson Brothers, Mead & Spier Company, E. C. Brainerd of the Nicola Brothers Company was the individual champion.

Local wholesalers are somewhat worried just now over the prospect of a carpenters' strike May 1. The existing agreement, calling for \$3.50 a day, expires on that date and the carpenters are sending out letters to the contractors asking for a raise of 50 cents a day. A curious anomaly in this letter is that the carpenters ask for the aid of the contractors and property owners and prospective builders in securing this demand, a request which will not likely be met with, as the building interests are agreed that wages are high enough now. Should a strike occur it would check the call for building lumber very greatly, but the matter will probably be settled amicably.

### Buffalo.

A. Miller sells elm and basswood readily and is now finding it necessary to bring in more of these woods to add to his general stock.

The Buffalo creek flood problem is still taking much of the time and talent of A. J. Elias, who never acknowledges defeat and will probably gain his point in the end, as he finds the city lumbermen are all on his side.

The Hugh McLean Lumber Company is, if possible, more active than ever and finds all woods moving. Even basswood is looked on as sure to return to activity, if only on account of the high price of pine and poplar.

Some very wide oak and poplar are coming into the yard of O. E. Yeager from the South and West, being needed to replace active sales. Mr. Yeager is just back from a trip to Mt. Clemens, where he went for a short rest.

T. Sullivan & Co. are keeping the roads busy bringing in Washington fir and spruce. The plan now is to enlarge the storage sheds at the office yard, to take care of the dressed stuff that is carried in stock.

H. A. Stewart is now studying the oak and cherry situation on the spot in West Virginia a great part of the time, coming home now and then for a breathing spell. The firm's business shows that he makes his trips pay.

The Standard Hardwood Lumber Company is still making chestnut, next to oak, its active wood. All that is needed is to get the stock, as it sells on sight as it comes from the company's Tennessee mills.

The location of Beyer, Knox & Co. gives them a special home field to themselves and their rail shipping facilities are of the best. Their hardwood receipts from the South have been, especially good of late.

F. W. Vetter is spending some time at home. The death of his wife, which occurred at Asheville, N. C., on February 24, was a sad blow to him and his large family and the sympathy of all goes out to them.

The reorganization of the Buffalo Maple Flooring Company, which has occupied the time of James A. White almost a year, is so nearly accomplished that he has taken a short vacation, going to New Orleans for the Mardi Gras. He is to be manager and part owner of the company's stock.

Manager R. H. M. Hopkins of Scatterd & Son has gone to the Isle of Pines on a short vacation and will look after some of his interests there in the meantime. With steady office duties before him Mr. Scatterd is drawn away only.

The Buffalo Hardwood Lumber Company joins the others in predicting a fine year and there is a big lot of oak and other hardwoods coming up from the South to help make it so at the yard.

### Grand Rapids.

The Square Clothespin Company, recently organized in Chicago, with \$100,000 capital, has purchased the property of the Diamond Clothes-



Massachusetts, which has been in the market for about six months. M. J. Davis is president of the new company and has been in the market for about 2,000 boxes of pins daily, each box containing sixty pins. The sales are as follows: Pins, \$1.00; Nails, \$1.00; Screws, \$1.00; Bolts, \$1.00; Washers, \$1.00; and other hardware, \$1.00. The company is located at 129 Michigan avenue, Chicago. The president of Massachusetts is a large

Statistics show that 13,714 automobiles were registered in the state in 1905. There are thirty-four automobile factories in Michigan and twenty-eight of these concerns report a good outlook for business this year.

The annual meeting of the Michigan Maple Company held in this city February 15, 1906, was a success. The company has not only increased its stock but also its business and the market continues strong. The company was organized five years ago and has been successful in warding off demoralization of the hardwood market by working with, instead of opposing, the large dealers in maple lumber. If at any time a manufacturer has been forced to sell his lumber from the saw, or did not care to market it himself, the company has made an effort to have the stock go into the hands of some strong dealer, rather than allow it to be dumped on the market. The company will be reorganized to include other Michigan hardwoods.

Weather conditions have been unusual in Michigan this winter, with very light snowfall, and the annual short log crop story is given credence. The Grand Rapids Herald runs a sensational story on this subject saying that the log crop in the upper peninsula will not be 50 per cent of what it was last year. The situation is critical. Grand Rapids lumber dealers for the most part, however, say that conditions are far from appalling, though they are such as to point to a stiff market on all merchantable stock. Small mills producing soft log loads by train are of course affected worst, but it is believed that in the aggregate the log crop will be of fair volume.

Iron making has begun at the Mitchell Digging Company in Columbia. About 2,500 bushels of iron ore was secured at the outset and the first fire in the furnace was kindled by Miss Marie Mitchell, daughter of Wm. W. Mitchell, president of the company. Castings are made every six hours throughout the day and night.

There is difference of opinion as to the value of the bonus plan of securing factories in the smaller towns of the state. Detroit and Grand Rapids furnish free sites to new industries and go no farther than this. At a recent banquet at the Muskegon Hotel, ex-Judge Russell, Walter I. Little of Grand Haven stated that his investments and that the city was paying interest on money sunk in this way. Samuel Rosen, president of the Chamber of Commerce, Muskegon, defended the factory bonus system, saying that the city had been wisely expended. He said that with the first \$100,000 paid out the city had secured new factories worth \$200,000 and that the city was saving \$80,000 monthly.

The Muskegon Log Lifting & Operating Company, which has been in the market for about six months, will open offices soon at Muskegon. The company is located at Muskegon and is equipped with hoisting derricks operated by a cable system. The company is located at Muskegon and is equipped with hoisting derricks operated by a cable system. The company is located at Muskegon and is equipped with hoisting derricks operated by a cable system.

The Grand Rapids, left March 9 for a trip through Tennessee and Mississippi, looking up timber prospects. The Engel Company's new mill in Tennessee is expected to be in operation by the end of the year.

cutting rate. When in full operation the output will be 75,000 feet per day.

The W. H. White Company of Boyne City has put its cutover lands in the market, placing a capable colonizer in charge. The lands are easily cleared, well watered and productive.

Suit has been brought in the Delta county circuit court by the Escanaba Woodenware Company against the Chicago & Northwestern railroad asking about \$47,000 damages for alleged misrepresentation in the sale of standing timber.

Indications point to a large and successful meeting of the Lumbermen's Association of Grand Rapids on March 16, with the board of managers of the National Hardwood Lumber Association as invited guests. Secretary L. L. Skillman has already received about twenty acceptances to the invitation. Mayor Sweet, McGeorge Bundy and Chas. W. Garfield are expected to be present at the banquet to be given at the Hotel Portland in the evening.

### Saginaw Valley.

The Gale Lumber Company will finish its operations at West Branch in May and the mill will then be removed to the upper peninsula, where the company, associated with Saginaw people, has bought a large body of timber. The company is putting in only 2,000,000 feet of logs this winter.

T. W. Gilchrist is making extensive repairs in his mill at Alpena, including a new boiler house, a new battery of boilers, a new smoke-stack and a general overhauling. A tramroad of maple logs is coming to the mill about every day, and when the mill starts up early in the spring it will have a sufficient stock for a long run. Mr. Gilchrist manufactured over 6,000,000 feet of hardwood last season.

J. J. Flood is sawing logs for W. D. Young & Co., and is getting in a lot also to saw for Salling, Hanson & Co.

C. T. Kerry of the Kerry & Hanson Flooring Company of Grayling, says the new flooring plant is working nicely and the flooring trade is in excellent form, better than it has been in a long time.

S. L. Eastman of the Eastman Flooring Company has bought 12,000,000 or 14,000,000 feet of maple, which will be converted into flooring at his plant. He contracted for 10,000,000 feet from the Kneeland, Buell & Bigelow plants at Bay City, which will be delivered as manufactured. Mr. Eastman regards the prospects for the year as decidedly good.

The Kneeland Bigelow Company has bought 3,000,000 feet, mostly hardwood, standing timber, in Montmorency county, which will come to Bay City to be manufactured.

Grimore & Son are putting in about 7,000,000 feet of logs at Winegar's, Gladwin county, which are being shipped to Bousfield & Co., at Bay City.

At Bomanville, Gladwin county, the Boman Lumber Company has put in 2,000,000 feet of hardwood logs to stock its mill.

C. S. Bliss, formerly of Saginaw, operates a small sawmill at Butman, and has put in a couple of million feet of hardwood stock, which he will manufacture.

There are a dozen small hardwood mills in Gladwin, Oscoda and Arenac counties, just north of the valley, which will cut from 500,000 feet to 2,000,000 each during the year and the manufactured stock is all shipped by rail to Bay City and Saginaw.

The new line of the Mackinac division of the Michigan Central, north of the Saginaw river, manufactured about 47,000,000 feet of hardwood lumber last year, and there is very little stock in the hands of the mill firms at this time.

Frank Buell has purchased a portable mill of 15,000 feet daily capacity in Cheboygan county, 300,000 feet of saw logs and about the same quantity of standing timber. It is contained in the frame owned by him, in which Mr. Buell is interested.

### Toledo.

The Phoenix Box Company, to better care for its lumber stocks, has completed the erection of two large sheds, and will erect another one, 150 feet in length, within the next few weeks.

An involuntary petition in bankruptcy has been filed in the United States District Court in this city against the Erie Woodworking Company of Vermillion, Ohio. The creditors filing the petition are the Advance Lumber Company laying a claim for \$1,127.26; the Cleveland Tool & Supply Company a claim for \$717.70; the Burrow Brothers Company, \$66.38; Love, Foyd & Co., \$163.76; the C. Mattison Machine Works, \$78.19, and the Arkansas Lumber Company, \$351.68. All the above concerns are located at Cleveland. The petition alleges that the concern is insolvent and that it committed an act in bankruptcy on January 10 in making an assignment of lumber, valued at \$6,000, to the Erie County Banking Company of Sandusky.

The Hicksville Manufacturing Company, Hicksville, Ohio, manufacturer of furniture, is installing new machinery.

The Kerr Brothers Manufacturing Company of Hicksville, O., is installing a complete new equipment for the manufacture of D handles.

### Cincinnati.

The Cincinnati Lumbermen's Club held its regular monthly meeting and dinner Monday evening, March 5, at the Stag cafe. It was decided to send a large delegation to the coming convention of the National Hardwood Lumber Association at Memphis. Arrangements for a special car over the Illinois Central were concluded. T. P. Scott & Co. were admitted to membership.

The S. W. Trost Lumber Company, capital \$50,000, has been incorporated by S. W. Trost, Jacob W. Trost, W. J. Trost, Charles A. Brombeck and D. J. Workum. The new company will take over the business formerly conducted at 12-20 west Canal street by S. W. Trost. They will make a specialty of cigar box lumber.

The Kentucky Lumber Company, which recently removed its main offices from Burnside, Ky., to the First National Bank building, has acquired a lot 200x400 feet on Sixth street, below Baymiller, in this city, for yard purposes. The company's business here is rapidly increasing and values are stiffening on all kinds of hardwoods.

The case of the Kentucky Lumber Company vs. the T. W. Keeney Lumber Company of Cincinnati, recently tried in Justice Edward Maus' court, was decided in favor of the plaintiff. The Kentucky Lumber Company sued for payment for a car of lumber which the Keeney Lumber Company purchased of them, and claimed was not up to grade, proceeding to dispose of that portion which was all right, and attempting to reject the lay-outs.

The Acme Veneer & Lumber Company will erect a two-story brick warehouse, 85x95 feet, at the southwest corner of Eighth and Harriet streets. Office quarters will also be located in the new building.

T. W. Robbins, president of the Mackey, Thompson & Moffett Company, accompanied by Mrs. Robbins, has gone to New York. They will be gone about two weeks.

Wm. and Chas. Duhlmeier of Duhlmeier Brothers returned the early part of the month from an extended buying trip through Kentucky. They report that stocks at the mills are very tight and that mill owners are holding out for higher prices. Several important transactions were made by them, however.

The Cincinnati Hardwood Company is preparing to build a veneer mill on Coleman avenue. Heretofore they have only been buyers and sellers of hardwood. The new branch of the business will be operated on an extensive scale.

J. H. Whalen of the I. T. Williams & Sons, New York has been here the past fortnight buying lumber for his company. He will visit

other hardwood centers before returning to the metropolis. Mr. Whalen says the hardwood market is getting stronger each day, with rapidly diminishing supplies.

L. H. Gage of Gage & Posselt is back from a successful business trip to Memphis, Nashville and other southern hardwood centers. He was away ten days.

The Farrin-Korn Lumber Company has recently increased its capacity by the addition of several new machines. Beside finding lumber hard to get, a member of the firm stated that some trouble is being experienced in getting capable hands. All firms here seem to be having the latter difficulty, also.

The Welch Lumber & Manufacturing Company, capital \$25,000, has been incorporated by E. S. Welch, F. A. Kilmer, F. E. Mitchell, D. F. Irwin and H. C. Malcolm. They will locate at Plymouth.

The Portage Lumber Company of Ravenna has increased its capital stock from \$10,000 to \$30,000.

T. J. Moffett of the Maley, Thompson & Moffett Company was in Columbus, O., for a brief visit the early part of the month.

According to the report of the building inspector 231 permits were issued during February for improvements estimated at \$539,105. Compared to the same month a year ago a healthy increase is indicated by the figures.

The Prendergast Lumber Company of Marion has purchased what is claimed to be the finest tract of walnut, oak, hickory and elm timber land in Ohio, situated in Mingo county. The tract consists of fifty acres and cost \$10,000.

The movement of lumber during February, 1906, according to the compilations of the Chamber of Commerce statisticians, was as follows: Receipts, 5,346 cars; shipments, 4,511 cars. In February, 1905, 3,889 cars were received and 3,282 cars shipped. The figures tell their own story of the situation at present against last year.

Max Kosse, president of the K. & P. Lumber Company, has returned from a month's visit to New York, Boston and other eastern markets.

The J. C. Stacey Company will build a two-story planing mill on Mill street, near Third. Work will be started the latter part of this month.

Owing to the growing scarcity of oak lumber the Louisville & Nashville railroad has secured the old Queen City race track, near Newport, Ky., and transplanted many young oak trees. The trees will have attained sufficient growth in six years to be cut into ties and new trees will be constantly planted.

Warder C. Victor, for years in the local offices of Bennett & Witte, has been transferred to the company's Memphis office which is in charge of George C. Ehemann, also a former Cincinnati.

The West Cincinnati Business Association, partly composed of hardwood firms in that part of the city, is preparing a campaign for better railroad and other facilities.

H. P. Wiborg, president of the Wiborg-Hanna Company, is slowly recovering from the effects of an operation performed on his head. For some time his recovery was considered doubtful.

#### St. Louis.

James E. Long, for several years past a member of the St. Louis lumber colony, has been made resident director and general manager of the Guerrero Iron & Timber Company, a rich corporation, in the State of Guerrero, Mexico. Mr. Long will reside in the City of Mexico, and has already left with his family for that place.

Ralph W. Warner who has taken charge of the hardwood department of the O'Neil Lumber Company, is working like a beaver these days. He is making things hum getting everything in good shape for a fine season's business. His many friends are congratulating him upon the spirit with which he has entered upon his new duties.

F. E. Sutton has taken charge of the new lumber yard of Stephen J. Gavin at Wellston. Mr. Sutton was formerly identified with the Brooks Lumber Company of East St. Louis.

The capital stock of the Chicago Lumber & Coal Company has been increased from \$500,000 to \$800,000.

Harry P. Hunter has engaged in the wholesale business in the Missouri Trust building. He was connected with the Missouri Pacific timber department for fifteen years, and will make a specialty of the hardwood trade.

The Little Lumber Company is clearing up the stock of lumber at its Southard street yard, and when it is all gone will open up offices in one of the big buildings up town. P. B. Little, formerly of the Springs, has been away for several weeks.

F. A. Pratt, who for a long time past has been secretary of the C. E. Striffler Lumber Company, has resigned that position to become identified with the well-known Chicago firm of W. O. King & Co.

The Dunklin County Land & Lumber Company has been incorporated with a capital stock of \$30,000. The president of the company is John Gaffney of Kennett, Mo.; vice president, John A. Robels of the Eau Claire-St. Louis Lumber Company; secretary and treasurer, Hans Wachsmuth of St. Louis, Mo. The company will increase the capacity of its mill at Kennett, Mo., and will add a lath and shingle mill. The timber land contains cypress, gum and oak, and the output of the mills will be handled by the Hans Wachsmuth Lumber Company of St. Louis.

E. H. Warner reports trade fairly brisk for the season. His yards at Kosciusko and Marion streets are well stocked with choice hardwoods.

The Charles F. Luehrmann Hardwood Lumber Company is paying considerable attention to red gum these days, and Thomas W. Fry, secretary of the company, is a generally recognized authority on its uses and the best methods of preparing it for market.

The plant of Joerring & Pelchman Furniture Company was damaged by fire a few days ago to the amount of \$6,000, fully covered by insurance.

The Jennings-Materson Lumber Company of New York filed articles of incorporation February 27, showing that it has been incorporated under the laws of that state, with a capital of \$40,000, of which \$25,000 is to be employed in the state of Missouri, with headquarters in Alsey Shannon county.

W. W. Dings, secretary of the Garetson-Greaseon Lumber Company, has just returned from a trip in the South, and says that conditions at the company's mills there are not as bright as they should be. There has been a great deal of rain, and logging facilities are in very bad shape.

J. P. Richardson, Jr., of J. P. & W. H. Richardson has just returned from a trip to Kansas City. He states that the firm will not be in position to deliver the big cottonwood order recently taken until May or June, when the rains in the South have ceased and roads are better, so they can haul same to the railroad.

John F. Scobee of the John F. Scobee Lumber Company has just returned from an extensive southern trip.

Jacob L. Benas, vice president of the Waldstein Lumber Company, has just returned from a three weeks' trip in southeastern Missouri, southern Arkansas and Tennessee. He says the roads are in very bad shape. The stocks in Memphis and vicinity are very badly broken and those who have any lumber worth mentioning are holding it in anticipation of fancy prices. The Waldstein Lumber Company has received some very good shipments of cypress and oak, and reports business conditions excellent.

W. R. Chivvis reports stocks very badly broken on account of the condition of the roads

in the South, which makes delivery of logs to the mills almost impossible. He is having an excellent demand for clear and second walnut, the demand for other woods continues active.

The Koenig Lumber Company, which has been gradually closing out its dry stock for some months, is to give up its yard and remove to southern California. As soon as the stock is disposed of, E. A. Koenig, S. and one of his sons will enter the trade there.

The following men have become members of the Lumbermen's Exchange of St. Louis: Roland Krebs, manager of the Ozark Coopers Company; Geo. W. Schumacher of the St. Louis Zearing Lumber Company, and Ralph Warner, who is manager of the Chicago Lumber Company of the O'Neil Lumber Company.

W. I. Krown, manager of the Case Hardwood Lumber Company, has just returned from a trip through Alabama and Mississippi.

#### Chattanooga.

In speaking of the scarcity in the hardwood market, M. M. Erb, vice president of the Case Lumber Company, said: "We have sold all our dry stock and are anxious to obtain more. Conditions are altogether satisfactory, excepting the scarcity in dry stocks. We are hoping, however, that as soon as the spring opens the situation will be relieved. We cannot look for a maintenance of the present prices of lumber, although they are just, as logs are increasing in value and the cost of production is much higher than formerly."

James Payne of the Case Lumber Company, who is removing a mill for the company from Meridian, Miss., to Boligee, Ala., was in Meridian during the disastrous cyclone which swept over that city Friday night. He was in a large building which collapsed during the storm, but ran to the rear with several others, saving himself. He witnessed a horrible spectacle when he saw a young bookkeeper take out his knife and cut his throat in order that he might be relieved from his awful suffering. He was pinned between heavy timbers and was suffering excruciating pain and could not find death only could relieve him.

The Consumers' Lumber Company, which was recently incorporated with \$25,000 capital stock for the purpose of furnishing lumber to the Chattanooga Furniture, the Keyser Manufacturing and the Acme Kitchen Furniture companies, has representatives in the field purchasing supplies. A site for yards is now under consideration. The company will furnish about 10,000,000 feet of lumber a year to the furniture concerns named above.

A. A. McGregor of the Bridgeport Stave Works, Bridgeport, Ala., has leased the spoke factory of the Lion Spoke Works at Park Place and is installing a barrel and stave plant there.

The Lion Spoke Works, which has a large spoke plant at Alton Park, is locating a spoke plant at Kensington, Ga. The company recently purchased a large tract of timberland in the section.

M. M. Erb of the Case Lumber Company recently returned from a trip to Nashville.

J. M. Card of the J. M. Card Lumber Company left Monday night for New Orleans.

W. O. Harter, sales manager for the J. M. Card Lumber Company, spent several days in Memphis recently.

A representative of Scatterd & Son of Buffalo, N. Y., purchased stock in Murfreesboro, Tenn., recently.

#### Bristol, Va.-Tenn.

The Tug River Lumber Company, through B. B. Burns, its vice president, recently consummated a deal with J. B. Adams of Tazwell, Va., for one of the largest single tracts of timberland in Wise county, Virginia, estimated to cut 20,000,000 feet of stock. The company will at once begin the construction of two large band saw mills near East Stone Gap, and the



The charter of the Southern Lumber & Box company has been amended to change its name to the Southern Lumber & Manufacturing Company, and increase its capital stock from \$60,000 to \$150,000. The company will continue

to operate a box factory, a lath, shingle and planing mill, and with likewise remain in the wholesale hardwood business. The increase in capital stock is made to secure funds with which to erect a hardwood planing factory. Orders have already been placed for the building material and the necessary machinery will reach Nashville in the near future. Arrangements have been made to erect sawmills on several valuable timber tracts. At a recent reorganization of the company the following officers were elected: J. R. McIlwaine, president; John S. Denton, vice president; Lon Frank, secretary and treasurer; T. A. Washington, assistant secretary and treasurer; J. R. McIlwaine, J. S. Denton, A. P. Jacobs, Lon Frank, Charles E. Hunt, and G. A. Gartner, Jr., directors.

The Hardwood Lumber Company has been granted a charter by the secretary of state. The capital stock of the company (which is a Knox county organization) is placed at \$15,000, and the incorporators are: Jesse L. Rogers, W. C. Parkey, H. E. Fugate, John P. Rogers and Ralph L. Rogers.

The Nashville Carriage & Wagon Makers' Association met last Tuesday night and discussed the subject, "Woodworking," George Greer leading. During the course of his remarks he made the statement that there are now no young men learning the woodworking craft, all wood craftsmen being middle aged or old. It was said that the price of carriage lumber had advanced greatly. The increased scarcity of ash brought up the question of a substitute that might be used in the wagon business and J. J. Anderson said he had found sugar tree was a most acceptable timber.

John B. Ransom of John B. Ransom & Co., Mrs. Ransom, Mrs. W. A. Ransom, John B. Ransom, Jr., Richard T. Wilson and Charles Perkins are spending several weeks at Rock Lake, Indian River, Florida.

W. I. Choate and S. E. Winstead, lumber manufacturers at Edgewood, recently bought 537 acres of timberland, belonging to the Stokes estate, for \$15,010. They propose to erect a sawmill at once and later will run a stave plant.

While excavating at the corner of Third avenue and Union streets in this city, workmen dug up a section of an old cedar water main, used in Nashville many years before the Civil War. The pipe, although nearly a century old, was in a good state of preservation.

A Nashville firm is trying to put the kindling men out of business with a newly patented substance designated as "Kindleite." It is highly inflammable and is made in the form of small bricks. One will light a fire. The new stuff smells like a tar preparation. It is manufactured by the Nashville Chemical Company of West Nashville.

The Clarksville Furniture Company, a new concern in that hustling little town, is about to begin operations, and its outlook is most promising. Much machinery has been installed for manufacturing all kinds of oak furniture.

### Minneapolis.

E. Payson Smith has incorporated his lumber interests as the Payson Smith Lumber Company. The company is incorporated under the laws of West Virginia, and has a capital stock of \$100,000. E. Payson Smith is president and treasurer, Geo. S. Agnew, vice president, and A. S. Bliss, secretary. These three, with George C. Power of St. Paul and B. L. Smith, form the board of directors. The corporation succeeds to the ownership of timber lands, yards and contracts of an extensive nature in various parts of the South, including Alabama, Mississippi, Arkansas and Missouri. It is the only concern producing southern hardwood that has headquarters, or in fact any permanent office in the Northwest. It also deals in yellow pine, northern hardwoods, hemlock, and to some extent in northern pine, lath being one of its specialties. Mr. Smith reports a heavy demand for southern stocks of all kinds, especially for

low-grade lumber. Low-grade birch and hemlock are almost out of the market.

H. E. Bacon of the Bacon-Nolan Hardwood Company, Memphis, Tenn., was in Minneapolis this week on business.

J. C. Nolan of Nolan Bros. & Laird, St. Paul, has returned from a southern trip. He spent some time with his brothers, L. C. Nolan and E. H. Nolan, who are in charge of the mill of the Bacon-Nolan Hardwood Company at Chaney, Miss. He reports that they are doing a great business, but that he does not envy them the climate they live in.

C. F. Osborne of Osborne & Clark says dry stocks are running low in nearly everything, and that oak prices are soaring higher all the time. The factories are buying to a larger extent than usual at this time of year, and the outlook is for a steady trade this spring.

The logging season in hardwood territory is practically over. Nearly all the winter's snow was carried away by the thaw during the last of February. The season began a little late, and is closing unusually early, so that a light log output is certain. Northern hardwood will be very scarce this coming season, and prices are expected to be higher than ever.

P. R. Hamilton of the Minneapolis Lumber Company says this concern is enjoying a steady demand from the factories of the Northwest, and expect some heavier buying later on. Everything in dry stock is running low but birch, and there really is not much birch in the country. A good brisk demand for a few weeks would clean it up. The mill at Ruby has a fair stock of logs, but work in the woods has stopped, and as it was late in being started because of waiting for the completion of the logging railroad, the season was cut very short.

I. P. Lennon of I. P. Lennon & Co. says dry stocks are hard to locate in any considerable quantity, and while trade is not heavy, it is exhausting supplies rapidly.

### Ashland, Ky.

The Herrmann Lumber Company has built two big mills on the "Old Clinton tract," recently purchased, about eight miles south of this city. The company will have more than a year's run, as the tract embraces 500 acres, with between three and four million feet of timber.

M. W. Thomas of the Ashland Lumber Company has an immense cement-block warehouse on Front avenue in this city, which he is converting into a roller skating rink. A concrete floor is being put in, and other improvements made.

W. J. Fell of Salt Lick has purchased a boundary of timberland in Fleming county, Kentucky, and intends to put in several mills to cut staves and lumber. The tract embraces about a thousand acres.

S. M. Bradley of Morehead has secured an order for 6,000,000 feet of switch ties, and has closed a deal for seven thousand acres of timberland in Rowan county, from which he expects to supply a part of the ties.

C. W. Pierce of this city has purchased an interest in the Keyes Planing Mill at Graham, Va., and removed to that place last week. Mr. Pierce has been one of Ashland's leading grocers for a number of years.

T. N. Fannin came in from Herndon for a few days' visit to his family.

A contract has been closed by O. D. Garred of Huntington with the American Column & Lumber Company to cut 9,000 acres of timber owned by the latter company on the Clear Fork of Coal River. The Logan Lumber Company will do the sawing, the logs being conveyed to its mill on a new steel tramroad, built for that purpose. This mill will cut 30,000 feet of lumber per day.

A new double cut-off saw and a self-feed double jointer have been purchased by the Herrmann Lumber Company and will be in operation in a few days. August Schmidt, manager of this company has returned from a trip to New

York. While away he secured the services of Wm. Koerber to act as foreman to the company.

J. W. McCaskey of Grand Rapids, Mich. and W. M. Greer of the Kelsey-Dennis Lumber Company of North Tonawanda, N. Y., visited the markets here this week.

E. M. Hampton is on an extended trip through the South looking after some lumber interests.

W. R. Vansant has returned from a business trip to Chicago.

The Fearon Lumber & Veneer Company, Whistler & Searey, the Nigh Lumber Company, the Ironton Lumber Company, the Yellow Poplar Lumber Company, are still well stocked with logs, mostly poplar, but some oak. The average cut of poplar in Ashland and Ironton mills is 600,000 feet per day. Vansant, Kitchen & Co alone cutting 100,000 feet.

### Louisville.

C. W. Roark of the Greenville Milling Company, Greenville, Ky., says the concern is having a great trade in the Pennyroyal district this winter and is utilizing lots of the native woods for structural purposes. It operates a planing mill and gets in from the various country mills poplar, beech and gum, which is manufactured into framing, siding, flooring and for all manner of structural purposes.

James S. Calloway of the Calloway Lumber Company says there is little to complain of in the lumber market. There is still some trouble in getting cars at country points and some difficulty about haulings, he says, but prices are in good shape and there is plenty of demand and a fair amount of stock to meet it with when it can be gotten to the railroad and shipped out.

J. T. Morgan & Co. report the hardwood business in better shape than for some time, and say that things are moving nicely on both ends of the line.

Harry B. Carter, manager of Hiram Blow & Co., says the oak stave trade is booming, and, notwithstanding their great manufacturing facilities, they are loaded to the guards with orders and are having about as busy times all around as they ever saw.

W. H. Gillette, who manufactures hickory vehicle wood stock, says the only thing that worries him is getting hickory. Trade is in excellent shape and he has all the business he can take care of and manages to get enough hickory to keep moving, but the supply is so scarce compared to the needs that it keeps a man hustling and wondering where the next is to come from.

The local hardwood firm of Perkins & Pettibone has been forced into bankruptcy by its entanglement with the John M. Smith Lumber Company of Nashville and the F. E. Creelman interests, they having been stock holders in the John M. Smith Lumber Company, which was recently declared bankrupt through this connection. Perkins & Pettibone have always enjoyed the full confidence of the local trade, and one and all regret that they have become involved in these financial difficulties and hope that they will be able to straighten out their affairs soon and get into the harness again.

### Wausau, Wis.

A midnight fire in the plant of W. S. Seaman & Co., furniture manufacturers, Milwaukee, damaged the building and contents to the extent of \$7,000. Much of the loss was due to water and smoke.

The Wausau Lumber Company's new mill at Rib Falls, but recently completed, has been started in operation and will saw out 4,000,000 feet of mixed hardwoods. The C. & N. W. Ry. has surveyors at work surveying a line from Edgar to that village.

W. S. Connor of Marshfield, who recently returned home from a visit to his logging operations near Laona, states that logging conditions are very bad in the northern woods,



The Appleton Lumber and Company, Limited, of Appleton, Wis., has a portable engine in logging. It is a locomotive which runs over the rails and pulling after it a number of loaded sleighs. The locomotive will run most of the year, either on the portable track or on the regular track. It weighs twelve and a half tons. The track being in the form of a horseshoe, the wheels are wide enough to

Shipbuilders along Lakes Michigan and Superior are having great difficulty in securing a supply of white oak timber for shipbuilding, the Wisconsin supply being nearly exhausted. They cannot secure any large quantity, but buy a little at a time, whenever they find any for market.

Oak, of course, leads, being in urgent request and good stocks finding ready takers. The local requirements are relatively large, all the furniture and office fixture plants being busy. The export conditions also are gradually taking on a more encouraging aspect and shippers are now fairly well satisfied. Ash is a good second to oak, being eagerly sought at figures that look attractive to the producer. Such other hardwoods as hickory and chestnut are moving freely, while the improvement in poplar continues. Prices are not yet on a level, comparatively, with other woods, but they are fairly well sustained, and an augmented demand from abroad helps the domestic situation. Walnut is still finding favor in the home market from those who do not object to cost, and stocks are readily distributed, while the foreign movement seems to gain headway as the year advances. The tendency toward the use of mahogany for store fixtures is still in evidence.

A brisk demand for all hardwoods continues and the prices are not in excess of requirements, though no actual scarcity prevails, and it is possible to get lumber if one is willing to pay the price. The range of values remains high. Owing to the mild weather the output has been increased during the winter and

The prices of hardwoods here are very firm. Oak is still the leader in general sales. For heavy pieces there is an excellent demand and for the finer grades for finishing lumber there is more call than the dealers can satisfy. Maple flooring is another leader in market and is selling at prices that make dealers for aspen. Chestnut keeps up the brisk pace in the trade that it has maintained all winter. Of late dealers have reported more call for birch, cherry and walnut in small lots and some very nice orders have been placed recently for coveys in the latter.



**Buffalo.**

Business in Buffalo hardwood circles is good, and there is more claim of improvement now than there was last month. Even some hardwood dealers who have been complaining of low prices now say that they are better and they see nothing in the way of a fine year. February was especially good as to sales as a rule. It does not appear that any hardwood is slacking off in the least and there is reason for believing that some that have been slack are beginning to do better.

Of course there is never enough chestnut or black ash. Some dealers find that they will sell even when but half seasoned, so that the market is bare of them a great part of the time and is not going to be much different right away. It is odd that no other wood will answer for them, especially as there is a good supply of white ash, and plain oak is better than chestnut for the same use and costs no more.

Some report of an improved movement of quartered oak comes in, and as birch is no plentier than it was there is nothing to use in its place more than formerly. Quartered oak has been much of a disappointment right along, as it costs more to produce it than almost anything else, so that it has to be held at a higher price than some other woods according to its actual value and then the trade will use something else in its place and let it languish in yard.

There are occasional reports of movement in basswood and elm, so that the old stocks must be about gone. Some dealers are venturing to buy them again and the day is not far off when they will be in full demand once more. Poplar improves, but can hardly be high so long as basswood is not.

**Toledo.**

Toledo stocks of hardwood lumber are well assorted and ample to meet the requirements of the local demand. While prices have advanced, however not as much as in the case of soft lumber, the demand is quite strong. The advance on all kinds of hardwood lumber handled in this market ranges all the way from 10 to 20 per cent since the first of the year. Oak and ash have made the strongest advance, being close to 20 per cent higher than before the holidays. The better grades of ash are selling \$2 higher than a year ago. Oak has made an equal advance, and the demand for both is stronger. Basswood is from \$1 to \$2 higher than a year ago, while poplar is about \$1 higher. Trade in basswood, although rather quiet and inactive for the past couple of years, is picking up.

The local box factories have advanced the prices of boxes about 10 per cent since the first of the year, the increase following on the heels of that in raw material.

**Saginaw Valley.**

The market is healthy and reasonably strong with a satisfactory movement for this time in the year. There is not a great quantity of dry stock in the hands of dealers and manufacturers. Prices are much more satisfactory than a year ago. Maple has been largely sold ahead, the flooring manufacturers having arranged for ample stocks for the year. The flooring situation is very satisfactory, the plants are all in operation and the demand and prices give no cause for complaint. There is a fair business being done in basswood, and ash, though limited in supply, is strong and active.

There will be considerable beech manufactured this season. It goes into screen doors and windows and is used for flooring, and makes a serviceable article. The slow demand for cooperage stock let a lot of elm out into lumber, and that commodity is not up to other hardwoods either as to demand or price. While there are reports from the western side of the state of a prospective log shortage by reason of the open winter, in eastern Michigan the usual quantity

will be secured. A number of the larger firms operate the year through, and owing to the good trade and prospects for activity many small concerns will continue work in the woods longer than usual. Some firms have already secured their complement and are quitting operations. The weather conditions the last month have been satisfactory and great progress has been made in putting in stock. Buyers are thick in the logging districts picking up every available log.

**Cincinnati.**

The demand for hardwoods continues to increase and during the last two weeks a heavy volume of business has been transacted. Dry stocks in nearly all kinds of lumber are light, and delivery is being interfered with by the car shortage.

The inquiry from export sources is improving and in the last fortnight several deals of large proportions were closed with foreign dealers. The bulk of orders, as expected, however, is coming from domestic sources, with furniture and interior finish factories leading. Advances from Kentucky and West Virginia mill points are to the effect that mill men are holding their stocks for higher prices. They have not had sufficient tides in the last 30 days to send logs from the mountains, according to reports received by local firms.

Plain oak in the last two weeks maintained its position as the leading item. The call for it is steadily growing and with stocks decreasing correspondingly, prices are advancing further. Quarter-sawed white oak, which is improving in other markets, remains without change. The outlet is fair for first and second grades, but common is inclined to dullness and prices, while steady, are not keeping pace with values of other woods. The same thing can be said in regard to quarter-sawed red oak. Poplar in all grades has moved freely and been a close second to plain oak in its activity.

Dry stocks are at a low ebb. Firsts and seconds have been in better request than the common and culls, but the last two grades have proved very desirable assets. Ash, cypress, chestnut and hickory have been absorbed as quickly as the limited supplies were offered. Prices are stiffening for all grades and thicknesses. The inquiry for cottonwood continues excellent, but some hesitancy is reported on the part of large consumers in making heavy purchases, as they believe that the next month or so will see the supply considerably augmented. Red gum is moderately active and without price deviation.

Indications are that there will be enormous building operations in this city during the spring and summer months and hardwood lumbermen are preparing to reap their share of the benefits.

**Chattanooga.**

Hardwood lumber continues to soar upward in prices, and the scarcity of dry stocks is becoming more pronounced. Lumbermen here expect to pay higher prices for their lumber supplies hereafter, and it is growing more difficult every day to find the necessary stocks. Inquiries are increasing rapidly and it is often difficult to fill orders. The prospects are that prices will continue to advance and stocks will become scarcer from month to month. Contractors are complaining about the scarcity and attendant high prices. Furniture manufacturers are handicapped because of the lack of material, and dealers in all grades of hardwood are somewhat alarmed at the situation. It is conceded by all that the prices now in vogue cannot be maintained very long. Lumber is selling for more now at wholesale than it was a year ago at retail.

Nos. 1 and 2 poplar are very strong and are maintaining high prices. There is no stock of the higher grades and the lower grades find ready takers. The quality of logs is depreciating every year. On account of the great demands of the car works, the furniture factories and for house finishing purposes prices on the highest grades of oak are advancing rapidly. Local

lumbermen say that these conditions not only exist here but they prevail all over the country.

There are a good many logs ready to be floated down the river as soon as there is sufficient tide, but this is not expected before the early spring freshets.

**Bristol, Va.-Tenn.**

Hardwood dealers and manufacturers in this section are well pleased with the present conditions of trade, and believe that spring will bring even better business and a heavier demand than has been experienced during the past winter months.

The mills in this city and section broke the record this year and almost everyone has been operated at its fullest capacity daily, little or no time having been lost on account of bad weather as is usually the case.

The car supply has for the past several months been very bad, in fact, more trouble has been occasioned from this source than from any other. The railroads are all making an effort to get additional equipment and augment their supply of cars as quickly as possible.

It is reported that there are a number of mills in this region which will soon be started and the supply of stock increased in this manner.

**St. Louis.**

A brightening up of prospects has characterized the hardwood market the past week or ten days throughout this territory. While the movement of lumber has been not to say large, still it has been of fairly seasonable proportions. Plain oak is decidedly the leader in the demand, while ash and poplar have developed strength. There is an improved call for gum, firsts and seconds, and cottonwood is brisker in movement than for some time. Box boards are in especially good demand at firmer prices. While receipts have been comparatively reduced by reason of curtailment of operations, it is believed that increase of incoming stocks of hardwood lumber, at mill points will shortly be reflected in an settled weather and more continuous operations.

Local lumbermen could do a land office business if they had the stuff on hand to supply orders, but dry lumber is exceedingly scarce, and some grades are entirely sold out. Orders are being turned down at all mills. Dealers are getting \$1.00 above list price for some hardwoods.

A fourteen-inch snow is just going off, and an early rise in the river is predicted which will put an immense quantity of timber out.

**Kansas City.**

The spring demand for hardwoods is getting an early start in this territory. Dealers here say that the demand for the past thirty days, and, in fact, since the first of the year, has been heavier than ever before for a corresponding period. Trade is stimulated by the fact that buyers know stocks are light and will be harder to get as the season advances. The fundamental reason for the good demand, however, is the general prosperity of the territory at large. Building operations are active, with excellent prospects. Manufacturers of all commodities into which hardwoods enter are anticipating a heavy demand, and the railroad and car trade is as active as it has been at any time during the past few months.

The question of getting enough lumber during the next few months is the most important one with dealers at this time. Dealers here have contracted for considerable stock since the first of the year, and expect to maintain a fair assortment. At the same time the supply in sight is way below normal, and this is by no means a satisfactory condition with a heavy spring demand in prospect. Stock is slow in arriving, owing to the car shortage, and many of the mills report the situation as serious today as ever. Not only are cars scarce, but their movement is slow after leaving the mills. From reliable authority it is learned that the southern hardwood mills have long ago sold what



and stock they had on hand, and that it is practically impossible to find any dry lumber at the mills not already spoken for. Fairly good weather has prevailed in the mill country for some weeks, and as a rule they are running quite steadily. The stock they are now getting out, however, will not be in good shipping condition for several months, and indications are that to meet the demand, a good percentage of lumber will have to be shipped green and kiln dried after reaching destination.

Prices are firm all along the line, and values range higher than a month ago. The recent general advance in Louisiana cypress was followed almost immediately by a corresponding advance on the Arkansas product. Plain white oak is bringing from \$38 to \$40 at the mills, a record price, and quartered oak, which has been rather weak as compared with other items of hardwood, shows a firmer tendency. No. 1 common gum, which formerly was a drug on the market, has advanced about \$2.50 per thousand within the past thirty days, and is being sold freely for box purposes in place of cypress and cottonwood, owing to the high price of the latter. Furniture factories are buying oak and gum freely, and are using more elm than during any previous season. In brief, everything in the way of hardwood is in demand for one purpose or another and there are no weak spots in the market.

### Memphis.

Demand for southern hardwoods continues active. Stocks of dry lumber are much broken, and that there is more difficulty in securing the necessary lumber for the prompt filling of orders than in securing the orders themselves is the opinion expressed by a majority of the trade. There is improvement in the conditions under which production is being carried on, as there has been comparatively little rain during the past eight weeks. Thus, the output is now larger than it has been for some time, but it affects the prospective supply of lumber and has little or no bearing on the scarcity which is now so pronounced.

Prices are firm in every direction, and practically all members of the trade are of opinion that they will continue so for some time. There is a slight increase in the number of inquiries from abroad, particularly for specialties, but the greater part of the business being put through now is from domestic buyers. They are in the market on a liberal scale and they are not balking on the question of prices.

Plain oak is still in very strong position. There is little to be had and what is available is held at prices that are even firmer than heretofore. There is some movement in quarter-sawn white, especially the higher grades, but the lower grades of this wood and all grades of quarter-sawn red oak have but a limited demand, with the movement somewhat sluggish.

There is a ready demand for cypress which ranks next to plain oak in point of strength. The production of this wood is somewhat limited this season, and manufacturers and wholesalers are finding not a little difficulty in securing the necessary stock for filling orders. Ash is another strong item, being in excellent demand at top prices. There has probably been no time in recent years when ash moved out in all grades at better prices and with greater freedom.

Cottonwood is firm, with an upward tendency. The lower grades are relatively scarce, while the demand for them is expected from box men and other users. The upper grades are in less demand in large quantities, and one may see a dealer offering to buy the future delivery terms at a premium on demand, and there is now a good movement in the lumber extending to the higher grades. There are now a tendency toward firmness, and there are few cheap lots of gum to be had anywhere in Memphis territory. There has been practically no change in the poplar situation during the past fortnight.

### Nashville.

For most lumbermen the month of February has been one of the best in the history of Nashville, with regard to business done. Many firms report that business was one hundred per cent greater than in February, 1905. The same feverish activity that characterized the lumber market during the past month continues at this time. Buyers are not merely looking about, but are buying briskly and paying stiff prices for what they get, as nearly every grade and kind of timber is bringing more than ever before. The river has a nice tide on now and all the tow boats and barges are bringing lumber down. Many inquiries for lumber are being received by all the dealers. The building boom which was on last year in Nashville, and which made business so good for lumbermen in general and wood workers and finishers in particular, continues unabated and indications are that the advent of warm weather will witness even more strenuous times in this respect.

Both plain and quartered oak are bringing top-notch prices. White oak is in better demand than red, but the latter is expected to jump as soon as the stock of quartered white is reduced. There is hardly any dry stock of poplar, the lumbermen being cleaned up on No. 2 and No. 3 common. Ash is scarce and dry stock is very high. Chestnut is hard to get and is bringing good prices. Other woods are holding up well and everything looks good for fine business in March.

### Rhineland, Wis.

The hardwood situation here is full of promise. With a good crop of logs, prices advancing and a strong demand, there seems to be nothing in sight to change the tide of prosperity. Nearly all the mills in this section cutting hardwood are at work and turning out lumber. Considerable rock elm is being shipped out green from lack of dry stock. The E. Sandheimer Company of Memphis, through its agent, Moses Katz of Wausau, has contracted for the cut of several mills, and ships it out as fast as sawed. There is great competition for supplies of rock elm, and prices have been advancing steadily for about two months.

Hard maple is a good deal better than it has been for several years; the price is about the same, but the demand is much better. There is a good deal of it at the mills, but it is moving off well, and there will be little dry stock in two months from now. Thick maple sells the best, although the flooring factories are taking in a good deal of inch. Nearly all the new cut has been contracted for by jobbers at varying prices, according to the quality, which varies in different localities.

Dry basswood is in good demand, but the stock is fast melting away, and there is but little on hand. Prices have advanced very materially in the past three months, more in culls than in the better grades. There is no better wood than basswood for certain purposes, but the high prices of three years ago drove it out of the market, and factories used southern woods as substitutes, but now that southern stock has advanced it lets basswood back into its old territory, and it is being shipped into the East, to some of its old friends.

Birch is not selling as well as it ought, there seems to be no furniture demand for it, and in fact the furniture concerns are not buying much of anything except a little ash and oak, and these are very scarce. The planing mill demand for birch has not started yet, although it will probably pick up this month, and there will be a very heavy trade in this wood. Some birch is being shipped to New York points and some into Indiana.

The logging season, despite the thaw of a week ago, is not closed by any means. The hauling is now the best it has been this year. The Ingram Lumber Company of Ingram, Wis., hauled in a

load of nearly 20,000 feet recently. There were 130 logs on it, hemlock and hardwood; it takes a good road and a solid bottom to hold up such loads as this.

### Minneapolis.

Small dry stocks left in the hands of the mills and a curtailed input of logs this winter combine to make the price situation very strong. Trade is steady and everything sold is going into consumption. There is no speculative buying. The movement of stock is stronger than usual at this time of year, and this is especially true of shipments to retail yards. Yard stock has been allowed to run low, but retailers are buying heavily for their spring trade, and are finding wagon stock, flooring and other staple materials so scarce and high-priced that they are considerably flustered, and are sending in their buying orders. Oak, elm and maple are leaders in this trade, but birch is also called for in flooring and finish.

Spring building is starting with a rush. Minneapolis building permits for February came near to \$800,000 in value, and were more than double the same month last year. Considerable winter building has been favored by the mild weather, and is now ready for finish lumber.

The furniture factories are doing a nice business, and while they are not taking stock in any large amount, they are in the market frequently. Oak, birch, elm and basswood are all brisk. Oak is advancing and sales of red oak, first and second clear, have been made recently at decidedly stiff prices. Buyers are glad to get it, whatever the price. Birch is running lower, and birch culls are now out of the market, the same as basswood. The upper grades of basswood are getting scarce, and are noticeably firmer in price.

### Louisville.

Buyers of hardwood who have been looking for bargains in this market are now curbing their expectations a little, and coming back with better offers only to be confronted with further advances on the part of wholesalers. This is especially notable in dimension stock since the meeting of dimension manufacturers at Cincinnati and the boosting of prices at that time. It has had a salutary effect on the bargain hunters and on trade in general, because all now realize that there is no room for low prices in the hardwood market just now. Also in addition to good business in the regular channels of trade in hardwood the great scarcity of yellow pine is leading to a more extensive use of hardwood in the building trades. Various country points, for example, are making use of the native hardwoods for all manner of purposes, making red gum into structural lumber, siding, and flooring, handling beech in the same manner, and, in short, utilizing many of the native woods that have heretofore been neglected by the building trade. To sum up in a few words, the market is in excellent condition for the producer and promises to continue so all spring, the only drawback being the difficulty to get stock or even raw material to be manufactured.

### London.

Churchill & Sims, in a recent circular, report that for American black walnut logs of fair sizes there is a moderate demand, but none for small or rough logs; stocks in planks and boards are fairly light and there is a good general demand for all grades.

American whitewood logs, large and prime, in small parcels would sell well, for planks there is limited demand, but planed board of prime grade, under one inch in thickness, are scarce and wanted.

The mahogany situation is satisfactory, the four auctions this year being all well attended, competition was good and prices firm, with an upward tendency for better class wood. Arivals have been moderate and there is no large, unsold stock of any description.

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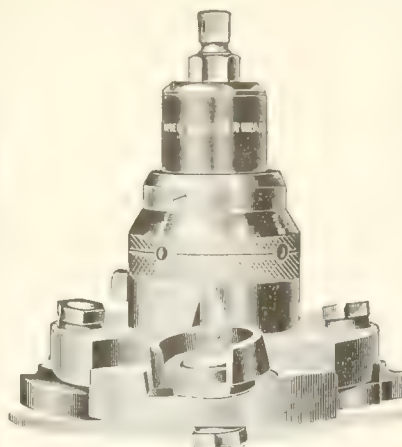
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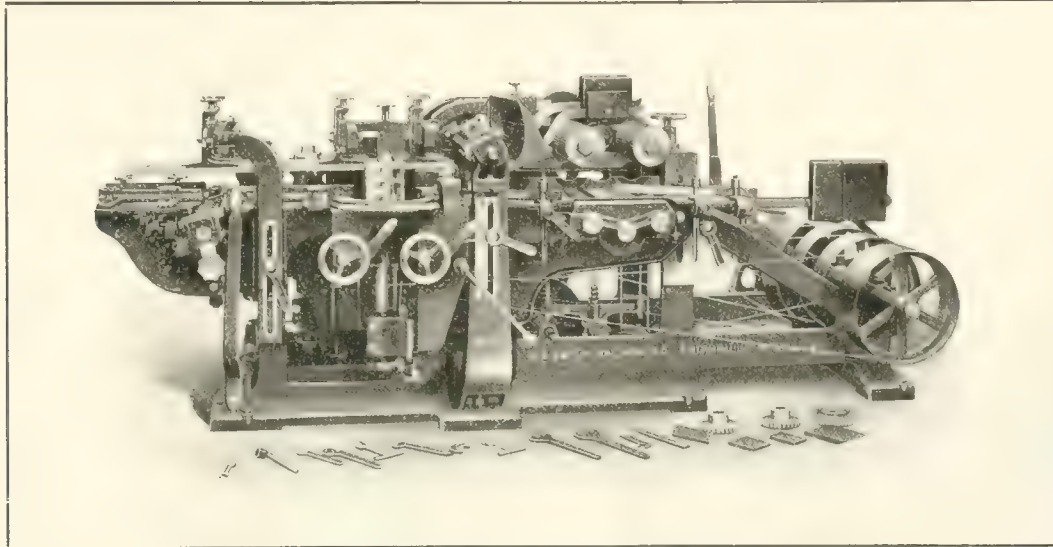
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IT HAS been our purpose during the last half century to develop a line of wood working machines containing the best workmanship and material that American skill and wisdom can afford. This fact we are proud to say is well established in the minds of our many patrons. We have, however, now exceeded ourselves by the development of a remarkable Moulder, the excellence of which is due to our obtaining written suggestions from more than a thousand operators throughout America. This machine stands alone as being the composite idea of the thinking operators of this country. One year's test of its work has convinced us that it is impossible for you to compete successfully against the Smith Moulder with any other machine. Can't we send you prices and literature?

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# "DEFIANCE" WOOD-WORKING MACHINERY

COMPLETE EQUIPMENTS OF  
HIGH GRADE TOOLS

✱ FOR MAKING ✱

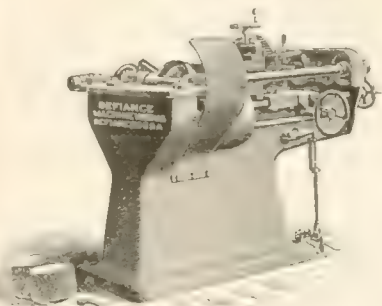
Hubs, Spokes, Wheels,  
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Oval Wood Dishes.

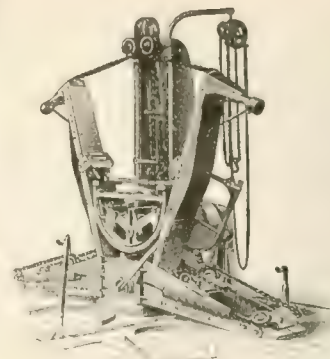
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The DEFIANCE MACHINE WORKS  
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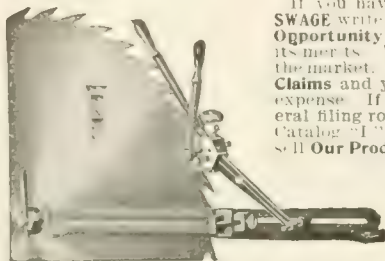


PATENT OVAL WOOD DISH MACHINE



12" RIM, HOUND AND BOW BENDER

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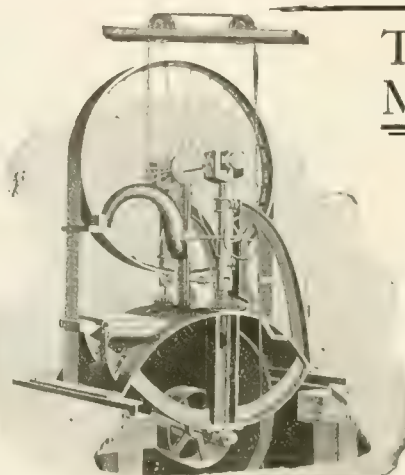


Hanchett Saw Swage

If you have never used a HANCHETT SWAGE write us and we will give you an Opportunity to become acquainted with its merits. We claim it is the Best on the market. If it does not size up to our Claims and your Needs return it at our expense. If you are interested in general filing room machinery write us for Catalog "I". It will interest you. We sell Our Product on its merits.

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The profits of a saw mill can readily be increased ten per cent by using a hand mill instead of a rotary. The price of this mill with six foot wheels for saws eight inches wide is readily within the reach of all. It cuts smooth and perfect lumber and has a capacity of 25,000 feet to 35,000 feet per day. It runs with less expenditure of power than a rotary and puts only half as much of the log into saw dust as does the circular saw.

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Southern Railway  
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These are oak, poplar, hickory, gum, cypress, ash, elm, buckeye, balsam, spruce, chestnut, and other varieties. There are also available pine lands.

These timber resources and many other important features bearing on the cost of manufacture and marketable products are set forth in our pamphlet, "THE ILLINOIS CENTRAL AND SOUTHERN RAILROADS AND THE WOOD USING INDUSTRY." We have information about the best locations in the country at towns in these States and in Southern Indiana and Southern Illinois, which will be given if requested. A correspondence in regard to timber lands or factory locations will be given prompt and confidential attention.

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ON

THE ERIE, THE COMMERCIAL RAILROAD  
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The Erie Railroad System's Industrial Department has all the territory traversed by the railroad districted in relation to resources, markets and advantages for manufacturing, can advise with manufacturers of specific products as to suitable locations, and furnish them with current information of a comprehensive nature dealing with the project in its full relation to manufacture and commerce.

The Erie is one of the greatest of trunk lines. Its own rails connect the two largest cities of America. Every section of the System has its particular merits. Profitable locations exist. It has great general and coal, oil and natural gas resources.

It is important in this age of modern facilities for manufacturers to locate where they can obtain side tracks so as to receive from and ship directly into cars at the factory. Information can be promptly furnished in this connection about every point on the system between New York and Chicago.

Manufacturers' inquiries as to locations are treated in strict confidence and absolutely reliable information, so as to promote permanent traffic, is furnished. Address

LUIS JACKSON

Industrial Commissioner

Erie Railroad Company

21 Cortlandt Street, New York

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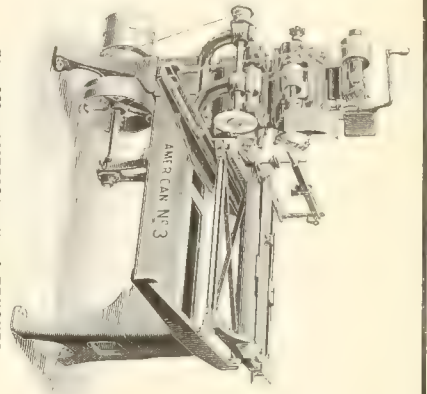


Fig. 958. AMERICAN No. 3 TENONER.

# American Tenoners

Are highly regarded by all operators. They run easily, cut accurately and give perfect satisfaction

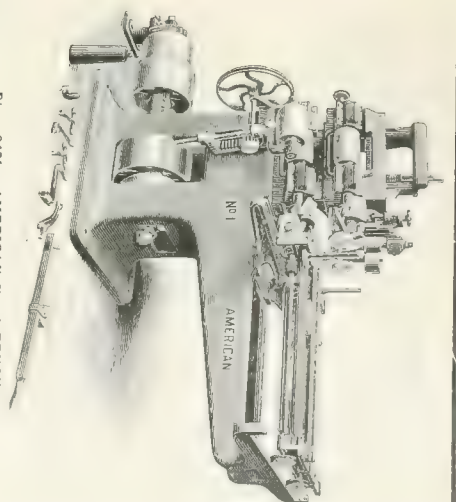


Fig. 9421. AMERICAN No. 1 TENONER.

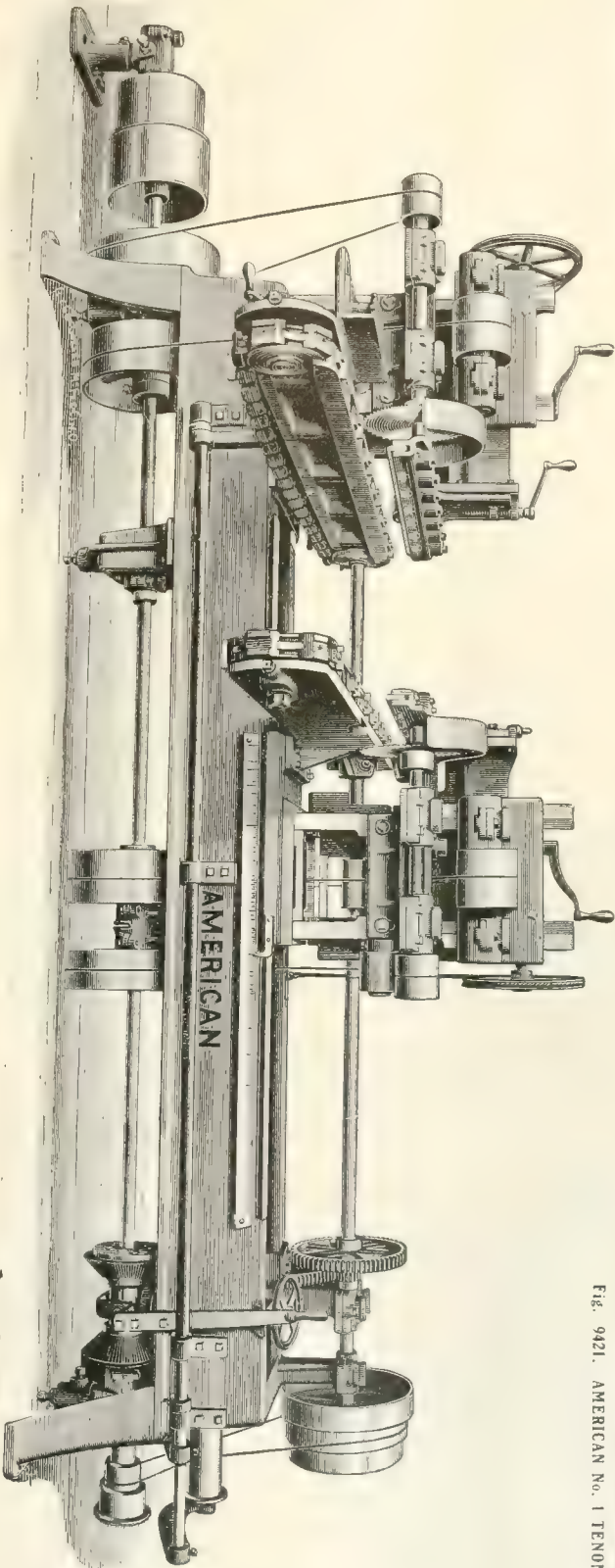


Fig. 966. AMERICAN DOUBLE END TENONER.

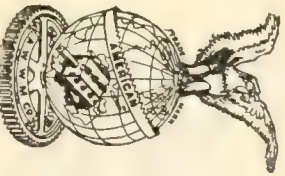
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Manufacturers of the Largest Line of Furniture Machinery in the World

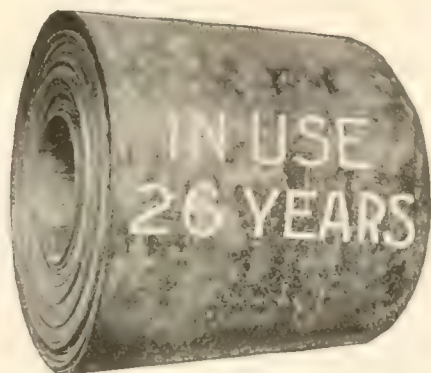
NEW ORLEANS

CHICAGO

NEW YORK







**T**HE above is a photograph of a *Sable Rawhide Belt*, 26" wide, three ply, made by Shultz Belting Company, for Keller & Tamm Manufacturing Company of St. Louis, and placed on their pulleys twenty-six years ago, and replaced by us April 7, 1905, with a new belt. The old belt still being good, was cut up into narrower belts for use elsewhere in their plant. This establishment is a woodworking plant where belts are put to the hardest use.

Our belting received the highest award (GOLD MEDAL) at the World's Fair, St. Louis. If you have trouble with your belts, try our *SABLE RAWHIDE BELTING*. It has strength and driving power, *and* no lost motion. The long life of these belts shows how much cheaper they are than the *ordinary* belt, and the final cost is the actual cost. That is the reason *why* they are the cheapest belts made, although they cost more at the start. The engineer says this belt was taken up *ONCE* IN *FIFTEEN* YEARS.

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# HARDWOOD LUMBER

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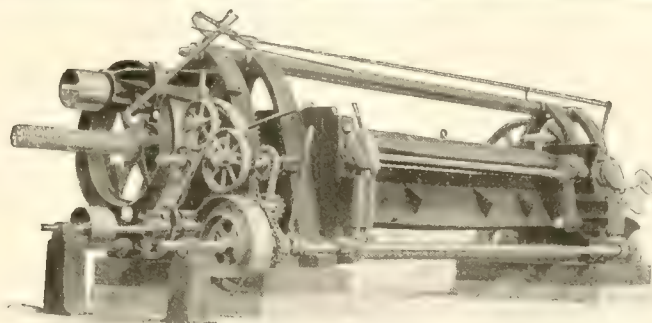
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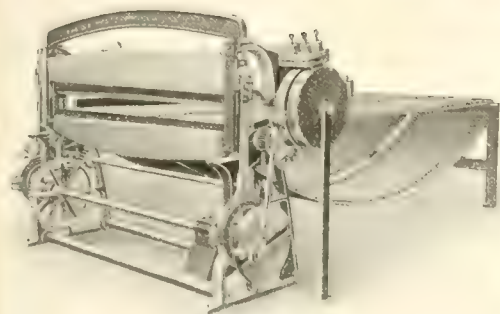
707 Chamber of Commerce

CHICAGO

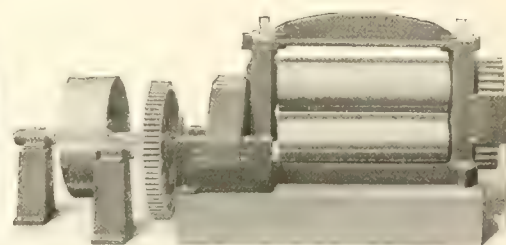
# A PAGE OF THE FAMOUS COE VENEER MACHINERY



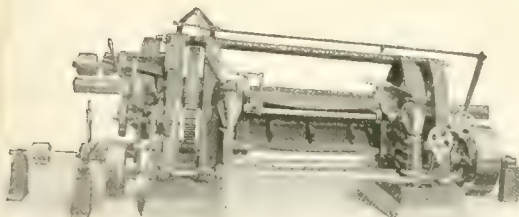
Style A Veneer Cutter



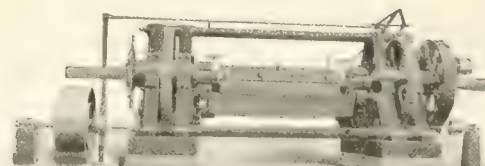
Coe Clipper



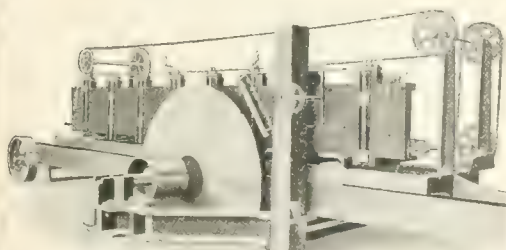
Coe Wringer



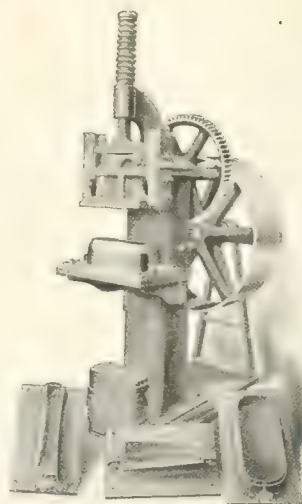
Style D Veneer Cutter



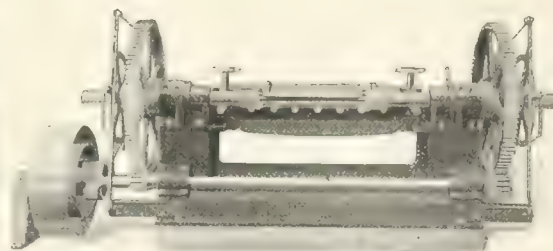
Style B Veneer Cutter



Coe Veneer Saw



Coe Stamper



Style H Veneer Cutter

*These machines and many others are fully described in our 1906 Catalog No. 5. Write for a copy to-day.*

THE COE MFG. CO.

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SPECIAL PRICES on 5 in. Maple Squares  
Maple and Basswood Lumber.  
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## SOFT ELM AND ROCK ELM

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ROUGH YELLOW PINE TIMBERS AND PLANK

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LARGE CAPACITY PROMPT SHIPMENTS RAIL OR CARGO

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OUR SPECIALTIES OAK TABLE TOPS Plain and Quartered, BIRCH LUMBER  
All Thickness and Grades, CHESTNUT, ELM, BASSWOOD and GUM.  
Write us for prices.

We have the following dry stock piled on our  
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Have  
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Oak, Elm, Ash, Birch, Bass, Hemlock and Pine Lumber and Lath.

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1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH.

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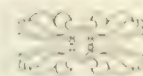
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17,000 ft 8x4 in. Shop.  
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12,000 ft 1½ in. 1st and 2nd.

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10,000 ft 1 in. Common.

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Will pay good price for Car Oak material.

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Therefore the lengths and widths are good. All logs are manufactured  
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Red and Sap Gum

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Consulting Forest Engineers

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2,000,000 feet Dry Oak  
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Mostly heavy stock. Quotations Solicited.

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Randolph Building,  
Memphis, Tenn.  
(MENTION THIS PAPER).

## L. W. RADINA & COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

## HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades,  
Especially 1½-inch stock, for immediate shipment.

CLARK STREET AND DALTON AVENUE

## WANTED OAK, ASH, CHERRY and other HARDWOODS

PAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE

LELAND G. BANNING, Office: 5th and Main, CINCINNATI

# W. H. Dawkins Lumber Co.

Manufacturers of Band Sawn

## Yellow Poplar

ASHLAND, KY.

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

**Ash**

White and Brown

**Basswood**

**Birch**

Red and White

**Butternut**

**Cherry**

**Chestnut**

**Cottonwood**

**Cypress**

**Elm**

Soft and Rock

**Gum**

Red and Tupelo

**Hickory**

**Maple**

Hard and Soft

**Red Oak**

Plain and Quartered

**White Oak**

Plain and Quartered

**Black Walnut**

**White Wood**

Poplar



## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1055 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

592 ELK STREET

## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET

## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET

## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash:

Oak, Ash and other Hardwoods, all grades and thicknesses.

Will receive and inspect stock at shipping point.

515 RANDOLPH BLDG., MEMPHIS, TENN.

940 SENECA STREET.

## EMPIRE LUMBER COMPANY

Our specialties are PLAIN and QUARTERED OAK and ASH.

1142 SENECA STREET.

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Specialty: INDIANA WHITE OAK

940 ELK STREET

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

856 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE



# YELLOW POPLAR

Manufacturers  
BAND SAWED  
POPLAR LUMBER

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares  
Specialty, Wide Stock.

# LUMBER CO.

COAL GROVE, OHIO, U. S. A.



Specimen of Our Poplar Timber

W. M. Ritter Lumber Co.

MAIN OFFICE: COLUMBUS, OHIO

## YELLOW POPLAR

White Oak, Basswood, Chestnut,  
Ash, White Pine and Hemlock

We Want Your Business

Stock all bandsawed, square edged, equalized. Dry Kilns,  
Planing Mills, Dressed Stock, Bevel Siding, Drop Siding



Specimen of Our Oak Timber

# Vansant, Kitchen & Co.



NEW ASHLAND MILL

Old-Fashioned

## YELLOW POPLAR

Ashland, Kentucky

5/8 AND WIDE STOCK SPECIALTIES

# Hardwood Record

Eleventh Year.  
Semi-monthly.

CHICAGO, MARCH 25, 1906.

Subscription \$2.  
Single Copies, 10 Cents.

## CHERRY

C. E. LLOYD, JR.  
Manager Sales

## RIVER

GROWS IN  
WEST VIRGINIA

Sold by  
Cherry River Boom &  
Lumber Co.  
Offices: Philadelphia, Pa

## LUMBER

## RED GUM

We produce and market a carload of Gum Lumber  
every 45 minutes during the working day.

Himmelberger-Harrison Lumber Co.  
Morehouse, : : Missouri

## The Lumber Mutual Fire Insurance Company

Boston, Massachusetts

### STRENGTH

Net Assets: January 31, 1906,

All Liabilities Deducted—Sec. 1, Chap. 118, Mass. Laws.

**\$743,422.49**

### ECONOMY

Dividends to Policy-Holders,

**33 $\frac{1}{3}$  Per Cent**

Mail Expiring Policy with Your Order.

THE DAVIDSON = BENEDICT CO.  
NASHVILLE, : : : TENNESSEE

—EVERYTHING IN—

**Southern Hardwoods**  
**POPLAR, CHESTNUT, ASH, OAK**  
(Plain and Quartered) Straight or mixed cars.  
DRESSED POPLAR ANY WAY YOU WANT IT.

You get what you want when buying from US. Delivered prices any  
—railroad point—

WE WANT TO MOVE

## QUARTERED WHITE OAK

125,000 1 inch No. 1 and No. 2.  
500,000 1 inch No. 1 Common.  
300,000 1 inch No. 2 Common.  
100,000 2 inch No. 1 Common Red Oak.  
400,000 1 inch Sap Cull Poplar.

STOCK TWO YEARS DRY.

## THE ATLANTIC LUMBER CO.

2 Kilby Street,

BOSTON, MASS.

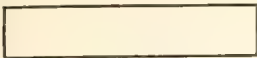
## Lumber Insurance Company of New York

CAPITAL AND SURPLUS \$300,000  
DIRECT APPLICATIONS SOLICITED


HOME OFFICE :: 66 BROADWAY, NEW YORK







# CADILLAC



CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

Demand for all KINDS of Lumber is very strong. We still have the following list of Southern Michigan Hardwoods which we can offer you at reasonable prices:

---

4-4 Basswood in Clear, Nos. 1 and 2 Common  
 4-4 Gray Elm in Clear, Nos. 1, 2 and 3 Common.  
 6-4 and 8-4 Gray Elm in 1st and 2nd Clear.  
 4-2, 10-4, 12-4 and 16-4 in 1st and 2nd Maple.  
 4-4, 5-4 and 8-4 Selected End Dried White Maple.  
 5-4 and 8-4 No. 2 Common and Better Beech.

---

We would also call your attention to our MAPLE FLOORING, the VERY BEST produced. Standard widths and grades in 3-8, 13-16 and 5-4.

If in the market let us hear from you.

## Mitchell Brothers Company

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6-4, 8-4, 10-4, 12-4, 14-4, 16-4  
 GRAY ELM—4-4, 12-4  
 BASSWOOD—4-4  
 BIRCH—6-4, 8-4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## The Cadillac Handle Co.

. . . Band Sawn . . .  
 Michigan Hardwoods

2 cars 8/4 Maple, No. 1 Common and Better.  
 1 car 5x5 Maple, Select Stock.  
 2 cars 4/4 Basswood, No. 2 Common and Better.  
 1 car 4-4 Soft Elm, No. 2 Common and Better.  
 2 cars 8/4 Soft Elm, No. 1 Common and Better.  
 2 cars 4/4 Birch, No. 2 Common and Better.

## Cummer, Diggins & Co.

—MANUFACTURERS—

“CUMMER” MAPLE  
 AND BEECH FLOORING

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready for immediate shipment in Hard Maple, Beech, Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## Michigan Hardwoods

BASSWOOD  
 SOFT GRAY ELM  
 BIRCH  
 HARD MAPLE

BE FRIENDLY :: WRITE US



**COBBS & MITCHELL**  
 (INCORPORATED)  
**CADILLAC, MICHIGAN**





# MEMPHIS

THE HUB OF THE HARDWOOD WORLD

F. W. GILCHRIST, President  
W. A. GILCHRIST, Vice President  
W. E. SMITH, Sec'y and Treasurer

## W. E. SMITH LUMBER CO.

Manufacturers of  
**HARDWOOD LUMBER**

Mills, Tennessee, Arkansas, Mississippi  
Distributing Yards, Cairo, Illinois  
General Office ☉ Tennessee Trust Bldg.

MISSISSIPPI VALLEY COTTONWOOD

## BACON-NOLAN HARDWOOD CO.

Manufacturers of

**Band Sawn Oak, Ash  
Gum, Cypress, Etc.**

Office,  
Memphis, Tenn.

Mills,  
Chancy, Miss.

Address all correspondence to Memphis office.

## Briggs & Cooper Company, Ltd.

MANUFACTURERS

NORTHERN  
SOUTHERN **HARDWOODS**

WRITE US FOR PRICES ON

4 4 to 12 4 No. 1 common and better Michigan Soft Grey Elm. 1,000,000 feet  
4 4 to 12 4 Winter Sawn Michigan Basswood. 325,000 feet  
4 4 to 24 4 Michigan Hard Maple seasoned or sawed to order. 3,000,000 feet  
4 4 to 8 4 selected End Dried White Maple. 150,000 feet  
4 4 to 16 4 Brown and White Ash. 250,000 feet  
4 4, some thicker, Plain Red and White Oak. 200,000 feet  
4 4, some thicker, Quartered Red and White Oak. 280,000 feet

YARDS AT

SAGINAW, CHICAGO AND MEMPHIS

F. W. GILCHRIST, Pres. W. A. GILCHRIST, Vice-Pres.  
W. E. SMITH, Sec'y and Treas.

## Three States Lumber Co.

MANUFACTURERS OF

Mills:  
Missouri  
Arkansas  
Tennessee

**Hardwood Lumber  
Cottonwood and Gum**

Office  
Tennessee  
Trust  
Building

GET OUR PRICES. TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

**COTTONWOOD GUM**

**W**E have in all thicknesses the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

## MEMPHIS YARD

ASH 680,000 feet  
Quartered White Oak 7,000 feet  
Plain White Oak 140,000 feet  
Quartered Red Oak 225,000 feet  
Plain Red Oak 410,000 feet  
Cypress 225,000 feet  
Cottonwood 200,000 feet  
Poplar 208,000 feet

## SELMA YARD

Poplar 409,000 feet  
Bay Poplar 857,000 feet  
Red Gum 55,000 feet  
Cypress 787,000 feet

## BERCLAIR YARD

Bay Poplar 100,000 feet  
Cypress 800,000 feet

## OTHER YARDS

Plain Red Oak 350,000 feet

## J. W. THOMPSON LUMBER COMPANY

Office and Yards: Randolph Road and I. C. R. R. : : MEMPHIS, TENN

## BLANTON-THURMAN CO.

MEMPHIS

TENNESSEE

**"The Yellow  
Cypress People"**

The kind that cuts up best, works easily and finishes elaborately.

## GOOD LAND CYPRESS COMPANY

NEW ORLEANS, LOUISIANA.

MANUFACTURERS OF

**CYPRESS LUMBER**

## PAEPCKE-LEICHT LUMBER COMPANY

MANUFACTURERS OF

**COTTONWOOD  
GUM AND OTHER HARDWOODS**

Large stocks of well seasoned Lumber always carried at our yards and mills.

General Offices: Tribune Building, CHICAGO. Mills: Cairo, Ill., Marked Tree, Ark., Greenville, Miss., Arkansas City, Ark., Blytheville, Ark.

# ST. LOUIS

LARGEST OF ALL HARDWOOD MARKETS

## Wanted—Cypress, Ash and Cottonwood

INSPECTION AT POINT OF SHIPMENT WHEN QUANTITY JUSTIFIES

### Hafner Manufacturing Co.

CYPRESS, HARDWOODS

Mail orders receive our immediate attention

YARDS: FOOT OF DOCK STREET

## Stoneman-Zearing Lumber Co.

203 Frisco Building

We have the following Dry Stock for sale piled at our mill

### QED. WHITE OAK

1 Car 4 1/4 Common  
2 Cars 4 1/4 Common and Better Strips

### GUM

5 Cars 1 1/2 Common Red  
1 Car 1x13 to 17" Box Boards.  
1 Car 2" 1 and 2 Sap  
6 Cars 1 1/2 Common and Better Sap

### COTTONWOOD

3 Cars 1 1/2 1 and 2  
1 Car 1x13 to 17" Box Boards

### ELM

1 Car 6 1/4 Log Run  
4 Cars 4" Log Run.

This Stock is All Band Sawed and Equalized

## Garetson-Greaseon Lumber Co.

MANUFACTURERS OF SOUTHERN HARDWOODS

Carload Shipments Direct  
from Our Own Mills Located at Fisk,  
Campbell and Cary, Mo., and  
Prescott, Ark.

519 Bank of Commerce

## Thomas & Proetz Lumber Co.

CASH BUYERS OF OAK, ASH, CY  
PRESS, POPLAR, CHERRY AND ALL

## HARDWOODS

SEND INSPECTOR WHEN QUANTITY JUSTIFIES

Office and Yards: Hall and Angelrodt Sts.

## SIX MILLION FEET

Ash, Oak, Cypress, Poplar, Etc.

READY FOR PROMPT SHIPMENT

## STEELE & HIBBARD

NORTH BROADWAY, DOCK AND HALL STREETS

## LOTHMAN CYPRESS CO.

AIR DRIED

## Louisiana Red Cypress

FOOT OF ANGELICA STREET

## Ozark Cooperage Co.

WE BUY STOCKS READY CUT OR CONTRACT FUTURE OUTPUT

For Inspectors in the South

DEPT. ST. LOUIS COTTONWOOD  
DEPT. ST. LOUIS CYPRESS GUM OAK

MAIN OFFICE  
FRISCO BUILDING

## W. R. CHIVVIS, Lesperance Street and Iron Mountain Railroad

WHOLESALE HARDWOODS

BLACK WALNUT LUMBER MY SPECIALTY. Always in the market to buy Walnut and Cherry Lumber. Pay spot cash and take up at shipping point when amounts justify

## CHAS. F. LUEHRMANN HARDWOOD LUMBER COMPANY

Carry a complete stock of Hardwood and are constantly in the market to purchase large blocks of stock for cash. Are also the largest manufacturers of the famous St. Francis Basin Red Gum.

General Offices: 148 Carroll Street



# Swann-Day Lumber Company

MANUFACTURERS OF

## POPLAR AND OAK

PLANING MILL STOCK, BOX SHOOKS  
AND HARDWOOD DIMENSION

CLAY CITY, KENTUCKY

## Upham & Agler

Bedford Building  
CHICAGO

Wholesale Northern and Southern  
**Hardwoods**

Quick Service  
Perfect Milling  
Right Prices

DISTRIBUTING YARD: CAIRO, ILLINOIS

No. 1, No. 2 and No. 3 Common  
Poplar, 4-4, 5-4, 6-4, 8-4. For sale by

**The Loomis & Hart Manufacturing Co.**

Chattanooga, Tennessee

WRITE FOR PRICES

## FRAMES FOR HARDWOOD RECORD SUPPLEMENTS

Complete with backing, but without the glass, made from Flemish oak, are to be had delivered by express, charges prepaid to any point east of the Missouri river, at 30 cents each, or at the HARDWOOD RECORD office at 30 cents each. Prepay orders with two-cent stamps or postal notes addressed

Hardwood Record, 355 Dearborn Street, Chicago

J. H. WHITE, Pres.  
JAS. A. WHITE, Vice Pres.

W. L. MARTIN, Secy.  
THOS. WHITE, Treas.

## W. H. WHITE COMPANY

BOYNE CITY, MICHIGAN

Manufacturers of Hardwood and Hemlock Lumber, Cedar Shingles,  
White Rock Maple Flooring.

# **We Lead the World in Walnut**

We have the largest and most complete  
assortment of

## **WALNUT LUMBER AND LOGS**

in the world—five to seven millions always ready for shipment. Annual output nineteen to twenty-five millions. We confine ourselves exclusively to walnut, consequently, we excel in that line. Uniform grading and fair treatment accorded our customers.

Send your inquiries to

**AMERICAN WALNUT CO.**  
**KANSAS CITY, U. S. A.**

J. N. PENROD, Pres.

M. KOSSE, Sec'y.



# THE EAST

BOSTON

NEW YORK

PHILADELPHIA

## Charles S. Wentworth & Co.

WHOLESALE LUMBER MERCHANTS

147 Milk Street  
BOSTON

We are in the Market for POPLAR, PLAIN OAK, CYPRESS and NORTH CAROLINA PINE LUMBER; also OAK, MAPLE and BIRCH FLOORING, and would appreciate correspondence from manufacturers in position to supply any of the stock named.

J. H. SCHOFIELD

R. W. SCHOFIELD

## SCHOFIELD BROTHERS WHOLESALE LUMBER

Hardwoods a  
Specialty.

1020-22 Pennsylvania Building  
PHILADELPHIA

## Wistar, Underhill & Co.,

WHOLESALE  
HARDWOOD LUMBER

816 Real Estate Trust Building,

PHILADELPHIA.

## Jones Hardwood Co.

(INCORPORATED)

WANTS

10-4, 12-4 and 16-4 Dry Poplar

147 MILK STREET, BOSTON, MASS.

## Holloway Lumber Company

WHOLESALE HARDWOODS

In the market for all thicknesses of  
OAK, ASH and CHESTNUT

312 Arcade Building,  
PHILADELPHIA, PA.

## STEVENS-EATON CO.

Buyers of  
ROUND LOTS  
of

Hardwoods

No. 1 Madison  
Avenue  
NEW YORK

ESPECIALLY IN MARKET FOR PLAIN RED OAK

## Lumbermen, Attention!

If you own any timber or timber lands.  
If you are contemplating buying or selling any timber or timber lands.

If you want your stumpage accurately estimated.

If you want an exact survey or map of your property.

If you want advice in any logging or lumbering proposition.

Write to us and find out what we can do for you.

We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

**C. A. Schenck & Co.** BILTMORE,  
NORTH CAROLINA  
Consulting Forest Engineers

## WM. E. LITCHFIELD

MASON BUILDING BOSTON MASS

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

## H. D. Wiggin Wholesale Hardwoods

Specialties: Poplar, Chestnut, Canadian  
Hardwoods, and Mahogany Veneers.

FISKE BUILDING

BOSTON, MASSACHUSETTS

# W. H. Dawkins Lumber Co.

Manufacturers of Band Sawn

## Yellow Poplar

ASHLAND, KY.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## Babcock Lumber Co.

MANUFACTURERS OF  
PENNSYLVANIA  
HARDWOODS  
23,000,000 FEET ANNUALLY

LONG ON MAPLE  
AND CHERRY

MILLS AND OFFICE  
ASHTOLA, PA.

## For Quick Sale at Low Prices:

22,491 feet 4 4 1st and 2nds Quartered White Oak  
118,142 feet 4 4 No. 1 Common Quartered White Oak  
19,434 feet 4 4 1st and 2nds Quartered Red Oak  
21,481 feet 4 4 No. 1 Common Quartered Red Oak  
119,438 feet 4 4 No. 1 Common Plain Red and White Oak  
50,942 feet 4 4 No. 2 Common Plain Red and White Oak  
84,927 feet 6 4 No. 1 Common Plain Red and White Oak  
92,840 feet 6 4 No. 2 Common Plain Red and White Oak  
61,284 feet 8 4 No. 1 Common Plain Red and White Oak  
72,928 feet 8 4 No. 2 Common Plain Red and White Oak

American Lumber & Mfg. Co.  
PITTSBURG, PA.

## The Nicola Brothers Company

One million feet 4-4 Bay Poplar.  
Can be shipped log run, or sold  
on grade. Bone dry; band  
sawed. Send your inquiries

## Flint, Erving & Stoner Co.

Wholesale Lumber  
Northern and Southern Hardwoods

Beech and Maple Timbers a Specialty

## A. M. Turner Lumber Company

Everything in lumber. We buy hardwoods  
as well as sell them. If you have anything  
to offer, please submit same to us. : : :

## Linehan Lumber Company

## HARDWOODS

Specialties  
OAK, POPLAR AND CHESTNUT

## Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA  
HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

## Hardwoods a Specialty

FOR SALE

POPLAR	CHESTNUT	PLAIN OAK
125,000' 4 4 1st and 2s.	200,000' 4 4 Sound Wormy	60,000' 4 4 No. 1 Com.
40,000' 4 4 No. 1 Com.	80,000' 5 4 Sound Wormy	18,000' 4 4 No. 2 Com.
325,000' 4 4 No. 2 Com.	100,000' 6 4 Sound Wormy	QUARTERED OAK
228,000' 4 4 No. 3 Com.	48,000' 8 4 Sound Wormy	2 cars 4 4 No. 1 Com.
150,000' 4 4 Mill Cull		1 car 4 4 No. 2 Com.

OAK TIMBERS SAWED TO ORDER  
WRITE FOR PRICES

CHEAT RIVER LUMBER COMPANY, Pittsburg, Penna.



## OAK FLOORING

Kiln Dried

Bored

Polished



Hollow

Backed

and

Bundled

## Wolverine Brand Maple Flooring

="THERE IS NONE BETTER"=



It is the same old story, but we want you to know what WOLVERINE BRAND will do for you, and what it will cost you. We want to do this before you place your next order. If we make you quotations, we expect the quality and prices will get your order. TRY US.

### BLISS & VAN AUKEN

900 S. Niagara St., Saginaw W. S., Mich.

H. B. LEAVITT, Pres. E. F. RICHARDSON, V. P. E. H. ADAMS, Secy.

## The Leavitt Lumber Co.

MANUFACTURERS

### SOUTHERN AND WISCONSIN HARDWOODS

CHICAGO YARD—DRY STOCK ON HAND

1,000,000 feet 1 inch to 2 inch Birch  
 1,000,000 feet 1 inch to 2 inch Basswood  
 200,000 feet 1 inch Soft Elm  
 200,000 feet Quartered White Oak  
 200,000 feet Quartered Red Oak  
 500,000 feet Plain Red Oak

Besides Gum, Maple, Hickory, Ash and Other Hardwoods.

ALSO 12,000,000 FEET HARDWOOD AND  
 PINE AT FREDERICK, WISCONSIN

MILLS: FREDERIC, WIS.

Yards and Office:  
 Center Ave., near 35th St. CHICAGO

## THE "FINEST" MAPLE FLOORING

### W. D. YOUNG & CO.

#### BAY CITY, MICHIGAN.

Producers from TREE to TRADE of the highest type of Michigan Forest Products. Large stock of Maple Flooring and 15,000,000 feet of Hardwoods—1 to 4 inches thick on hand.

### Maple, Birch and Beech Lumber

## "Ideal" Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name "IDEAL."

Rough or Finished Lumber -All Kinds

Send us Your Inquiries

### The I. Stephenson Company

WELLS, MICHIGAN

## MARCH STOCK LIST

MAPLE		BIRCH		BASSWOOD	
1 in.	2,000,000 ft.	1 in.	500,000 ft.	1 in.	300,000 ft.
1 1/4 "	100,000 "	1 1/2 "	100,000 "	1 1/4 "	30,000 "
1 1/2 "	400,000 "	2 "	100,000 "	1 1/2 "	50,000 "
2 "	1,000,000 "	2 1/2 "	50,000 "	2 "	75,000 "
2 1/4 "	200,000 "	3 "	75,000 "	3 "	4,000 "
2 1/2 "	500,000 "	ROCK ELM			
3 "	500,000 "	2 in.	25,000 ft.	GRAY ELM	
4 "	400,000 "	2 1/4 "	50,000 "	1 in.	300,000 ft.
BEECH		WHITE MAPLE		1 1/2 "	200,000 "
1 in.	500,000 ft.	End Piled		3 "	200,000 "
1 1/4 "	250,000 "	ASH			
1 1/2 "	400,000 "	1 in.	100,000 ft.	1 in.	
2 "	100,000 "	1 1/2 "	20,000 "	500,000 ft.	
2 1/2 "	200,000 "	2 "	50,000 "		

KELLEY LUMBER & SHINGLE CO., Traverse City, Mich.

INCORPORATED 1902.

## The Michigan Maple Company

WHOLESALE

### MICHIGAN HARDWOODS

HENRY W. CARLY, President  
 HENRY W. LOUD, Vice Pres.  
 WILLIAM D. PORTER, Asst. Pres.  
 WILLIAM F. CULVER, Secretary  
 WILLIAM H. WHITE, Treasurer  
 EDWARD B. BELL, Director  
 G. A. PLATTEN, Director  
 JAMES H. BUTLER, Director  
 EARL W. NICHOLS, Director

609-611 Mich. Trust Bldg.,

GRAND RAPIDS, MICH.

## Timber Bonds

SECURED BY FIRST MORTGAGE ON TIMBER LANDS

### H. C. Barroll & Co.

BANKERS, First National Bank Building, CHICAGO.

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

Vol. XXI.

CHICAGO, MARCH 25, 1906.

No. 11.

Published on the 10th and 25th of each month by

## THE HARDWOOD COMPANY

HENRY H. GIBSON, President

FRANK W. TUTTLE, Sec.-Treas.

### OFFICES

Sixth Floor Ellsworth Bldg., 355 Dearborn St., Chicago, Ill., U.S.A.

Telephones: Harrison 4960 Automatic 5659

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## COMING ASSOCIATION MEETINGS.

### National Hardwood Association.

The ninth annual convention of the National Hardwood Lumber Association will be held at the Gayoso Hotel, Memphis, on Thursday and Friday, May 3 and 4.

### Special Meeting Wisconsin Association.

A special spring meeting of the Wisconsin Hardwood Lumbermen's Association will be held at Marshfield, Wis., on Tuesday, March 27, at 2:30 p. m.

## General Market Conditions.

Buyers generally are recognizing the fact that present and prospective supplies of nearly every variety of hardwoods are meager and that the demand promises to be largely in excess of any possibility of complete fulfillment for months to come. Owing principally to bad weather conditions, the south country has not delivered logs to the mills with any regularity or in large volume during the winter. In the north there has been a great scarcity of snow and so little cold weather as to make ice roads impossible, with the result that the northern log supply has been very much curtailed.

There has been a world of trading in lumber during the last fortnight and some of these purchases have induced very remarkable movements of stock. It is rare that lumber is actually taken out of Chicago yards in any quantity and moved in carload lots to eastern trade centers, but during the last few days the Chicago direct yard shipments to eastern buyers have been heavier than perhaps ever before in the history of the trade. Lumber has also been shipped from points miles east and north of Memphis to that city to patch up broken stocks which has been reshipped to the East. Milwaukee

is shipping hardwoods to Chicago, and Chicago is shipping hardwoods to Milwaukee. Interior Wisconsin mills are forwarding hardwoods to Grand Rapids, Mich., and Grand Rapids is reshipping to Chicago. It is a mix-up of unnatural distribution of lumber that has rarely if ever been witnessed in the hardwood trade. There is a lot of trading between jobbers in assisting each other to supplement their broken lines of stock.

Plain oak is still the leading feature of the market, although reports from various sections of the country indicate that, notably in the East, poplar is growing in demand and prices have shown a considerable advance during the past month. Manufacturers are substituting one wood for another in an attempt to economize on cost of their products. Red gum is increasing in appreciation every day, and buyers who would not touch it twelve months ago are saying today that they find it a very satisfactory substitute for woods formerly employed.

Mahogany is doing very much better than it has for a long time, owing to the high price of oak. Many manufacturers who formerly confined themselves exclusively to oak lines of furniture production, are now utilizing mahogany extensively in their work. This increase in mahogany consumption, while attributable primarily to the magnificent quality of the wood, is strengthened very much by its relatively low price and the high price of the best types of American hardwoods.

The flooring people are still remarkably busy and as a result of their extensive purchases of inch maple, initial markets are very bare of dry stock. There is still somewhat of a surplus of thick maple, but as there will be very much less sawed during the coming winter than for several years, it doubtless will go rapidly into consumption and values will increase. Birch is a wood that is growing in appreciation every day, and furniture and interior finish-makers are producing some wonderfully fine results from its use in both these lines.

There is a manifest shortage of black ash and rock elm. Basswood is in increased call, and quite a portion of the northern output has already been sold on advance orders. There is a decidedly better demand for grey elm than there has been for several years and there is a tendency toward a considerable increase in price.

The foreign fancy wood veneer makers all report a very active business, while the producers of rotary cut stock from American hardwoods are likewise busy. Values are strong, with an advancing tendency.

On the whole the general hardwood condition, save for the shortage of supplies, is in better shape than ever before in the history of the trade.

## The Penalty of Association Management.

After tentative efforts covering several years, the hardwood trade of the country has awakened to the value of association work. The principal manufacturers and dealers recognize that whatever constitutes advancement and good to the trade at large means individual prosperity.

By the very nature of things the actual work and management of association affairs falls upon the shoulders of the comparatively few. This distinction in distinction it be—is ordinarily given to progressive, broad-gauged and intelligent operators who, partially in view of the honor conferred and partially from their loyalty to the trade, pull off their coats and proceed to broaden the scope and



gard of their own personal interests.

For this sacrifice to the general good they receive the "glad" have their pictures printed in the lumber newspapers. Particularly arduous is the work of the president of these great associations. He is practically the business manager of the entire body; he takes upon himself the trials, troubles and tribulations of hundreds of his fellows and through acumen, diplomacy and hard work straightens out their affairs and helps them on to the ultimate scheme of money making.

All of the larger associations, whether it be in the hardwood or the building woods trades, are made up of men of means who ordinarily are earning a considerable sum of money annually out of their business. There is no one thing that has contributed more largely to this success than association work. It would seem not only logical but just that when a body of business men ask an individual to sacrifice his time and interests for their general good, it should at least partially recompense him for it. A man cannot successfully carry on the management of a large lumber association without devoting fully half his time to it. Ordinarily he is a high-class man who, were he utterly without means, could go out in his line of trade and command a very handsome salary. Why do these associations not pay their presidents a salary of at least \$5,000 a year? This would only be fair, and would but half repay the average man on whom this office is bestowed.

### Hardwood Record Advertisers.

Almost daily the HARDWOOD RECORD receives inquiries for information as to the character of sundry concerns who carry advertisements in its columns, in which they advertise lumber for sale, or for items of stock they desire to purchase. These inquirers generally do not contemplate receiving what is known as a commercial statement, such as is covered by the lumber agencies, but the query oftenest made is "Will this house treat us fairly and is it a concern with which it is safe to do business?"

These inquiries are induced generally by the knowledge that the editor of the HARDWOOD RECORD is personally acquainted with the majority of concerns whose advertisements appear in its columns; knows generally of their business methods; of their antecedents, and commercial history. Invariably these inquiries are answered with the absolute facts in the case.

Primarily, this publication does not presume to conduct a commercial agency, but it always affords the editor great pleasure to be able to assist various members of the trade who do business on just lines, to establish commercial relations. Every client is invited to make these inquiries with a thorough understanding that he will receive confidential and accurate information concerning the majority of the concerns he inquires about.

The HARDWOOD RECORD desires to say this concerning its advertising clientele, however: No advertiser is admitted to its columns unless it is clearly established that the concern has a reputation for doing business on just and equitable lines. It refuses to give place to the advertisement of any concern of questionable integrity, and therefore both buyers and sellers may consider, without further questioning, that any institution found represented in these columns has a reputation for doing business on the level. It is doubtful if there is any other lumber publication in the land that carries a list of such high-class, responsible and representative business houses as are embraced within the advertising pages of the HARDWOOD RECORD.

### Hardwood Lumber Export Company.

It is a well-known fact that the lumber industry of the United States is one of the most important of the country. The export of lumber is a large item of the country's trade, and the Hardwood Lumber Export Company is one of the largest and most successful of the kind in the world. The company was organized in 1901, and since that time it has been engaged in the export of hardwood lumber to all parts of the world. The company's capital is \$1,000,000, and it has a large and experienced staff of men who are well acquainted with the lumber trade in all parts of the world. The company's business is to buy lumber from the manufacturers and to sell it to the foreign markets. The company's success is due to its high quality of lumber, its prompt delivery, and its fair prices. The company is a member of the American Lumber Association, and it is one of the most respected and successful of the kind in the world.

that the foreign users of American woods would be much gratified to have such a company organized to handle this business. The plans are still in embryo, but in the opinion of the HARDWOOD RECORD such an organization could accomplish a great deal of good to the trade, besides making much more money for both the home manufacturers and foreign dealers than is now realized.

### The Chicago Hardwood Lumber Exchange.

The Chicago Hardwood Lumber Exchange held its annual meeting on Saturday, March 17, a full account of which appears in this issue of the RECORD. This organization comprises in its membership a large majority of the local hardwood jobbing houses, as well as a good many non-resident members who sell a large portion of their lumber in Chicago and vicinity.

This exchange was organized ten years ago, at a time when it was sadly needed. Hardwood commercial morals at that time had fallen to a very low ebb, and the reputation of the Chicago trade had become so bad that there was a general hesitancy against attempting to do business here, owing to the unfair methods in practice. Even concerns of high standing were shunned by the manufacturing trade owing to the general reputation of the Chicago market. The organization of an exchange was perfected, and the first thing set about was clarifying the commercial atmosphere in hardwood transactions. To a man the members of the exchange repudiated irregular business methods, whether coming from manufacturers shipping lumber into this market or from members of the local trade. It was a long and hard fight, but the organization has achieved success. The morals of the hardwood trade of Chicago at this time are above suspicion. The exchange has made honorable dealing a watchword, and there is no hardwood market in the country today that stands any higher in appreciation throughout producing and buying sections than does this one.

It often happens that the executive officers of an association are reëlected to successive terms, but it surely is a distinct compliment when a body of business men reëlects not only its officers but its entire board of directors to a second term. This is what took place at the recent annual meeting of the Chicago exchange, and it evidences the complete satisfaction of the local hardwood trade with the way its affairs have been conducted during the past year.

### Hickory Reforestation.

In the Mail Bag department of this issue of the HARDWOOD RECORD is a letter from the chief of the Forest Service of the United States Department of Agriculture suggesting that this department of the government is willing to take up an elaborate experimental test in growing hickory if it can secure, without cost, suitable ground for making the test. This communication should interest a good many lumbermen, and the editor of the HARDWOOD RECORD will be glad to receive tenders from lumbermen who own denuded or semi-denuded lands suitable for hickory growth, which they would be willing to turn over to the government for the purpose named.

The Forest Service has already undertaken a study of the present supply and distribution of hickory, and a study of the uses of hickory in which it cannot well be substituted by other woods. The proposed test in growing hickory is a matter of vast importance, not only to lumbermen but to consumers of hickory, and it is logical to believe that it is only necessary to call the attention of the trade to the proposal of the Forest Service to secure all the land needed for this experiment.

### Hardwood Log Shortage.

Reports from the northern hardwood country indicate that there has been hardly any sleighing this winter, and in the highest favored sections there has been less than thirty days of good roads for log hauling. A great many concerns which depend on getting in logs by sleigh have been disappointed, and have reduced their cut to the minimum. Such logs as have been gotten out will probably be delivered to the several mills, but at much higher cost than was anticipated. Where there has been as much as four feet of snow in some parts of the northern peninsula of Michigan, the weather has been so warm that it has been impossible to make roads hard enough for good work.

# Pert, Pertinent and Impertinent.

## A SPRING DELIRIUM.

Sweet sorceress, with white arms soft and slender,

With drooping eyelids, veined with precious blue—

With shy red mouth, all mutinous and tender,  
I drink tonight a rousing toast to you!  
Light as the head within the wine-cup swaying

Foams in my heart the memory of your kiss  
Look in my eyes! Behold, the glass is brimming!

Drain it with me, and let the toast be this:—  
Away, Regret! Let come what sorrow may,  
I'll love you, Love, forever and a day!

The cost? What heed a world's insensate clapping?

Pooh for a preacher's paradise of lies!

A thousand minstrels in my soul are harping

The melody that's dreaming in your eyes.

A nig for horrors of a hell infernal!

If they exist I'll make the sacrifice:

I'll buy your love at cost of peace eternal,

And, with a sign of random, pay the price

Away, Regret! Let come what sorrow may,

I'll love you, Love, forever and a day!

Leave that case whose wide door is half

Wide open to two feet of a priest

Who whispers threats no god can collect

me.

I'll woo you waking, dream of you asleep!  
I know no creed save that of your confession.

No spell save passion, and no love save yours

No blessing but your beauty's dear possession:—

Drain, then, the wine, and pledge me as

pours:

Away, Regret! Let come what sorrow may,  
I'll love you, Love, forever and a day!

### No Right.

A man has no right to express opinions on subjects of which he knows nothing.

### A Good Ingredient.

Information is the best ingredient to put into your work.

### Put Joy into It.

Put a little joy into your business—there's plenty in life.

### When He Fails.

When does a man fail? It is only after he has lost confidence in himself.

### The Truth.

You can't expect the best from others unless you give them the best that is in you.

### He Knows.

A wise man knows that his wife knows that he doesn't know so much.

### Some Think So.

To know the vintage and quality of a wine one need not drink the entire cask.

### Mercenary.

Women should never be quite accurate about their ages; it looks so calculating.

### They Have Reasons.

Girls never marry the men with whom they flirt—they don't think it right.

### Good Reasoning.

It is wise to pay your employees a little more than they are worth; if you do they will try to be worth more.

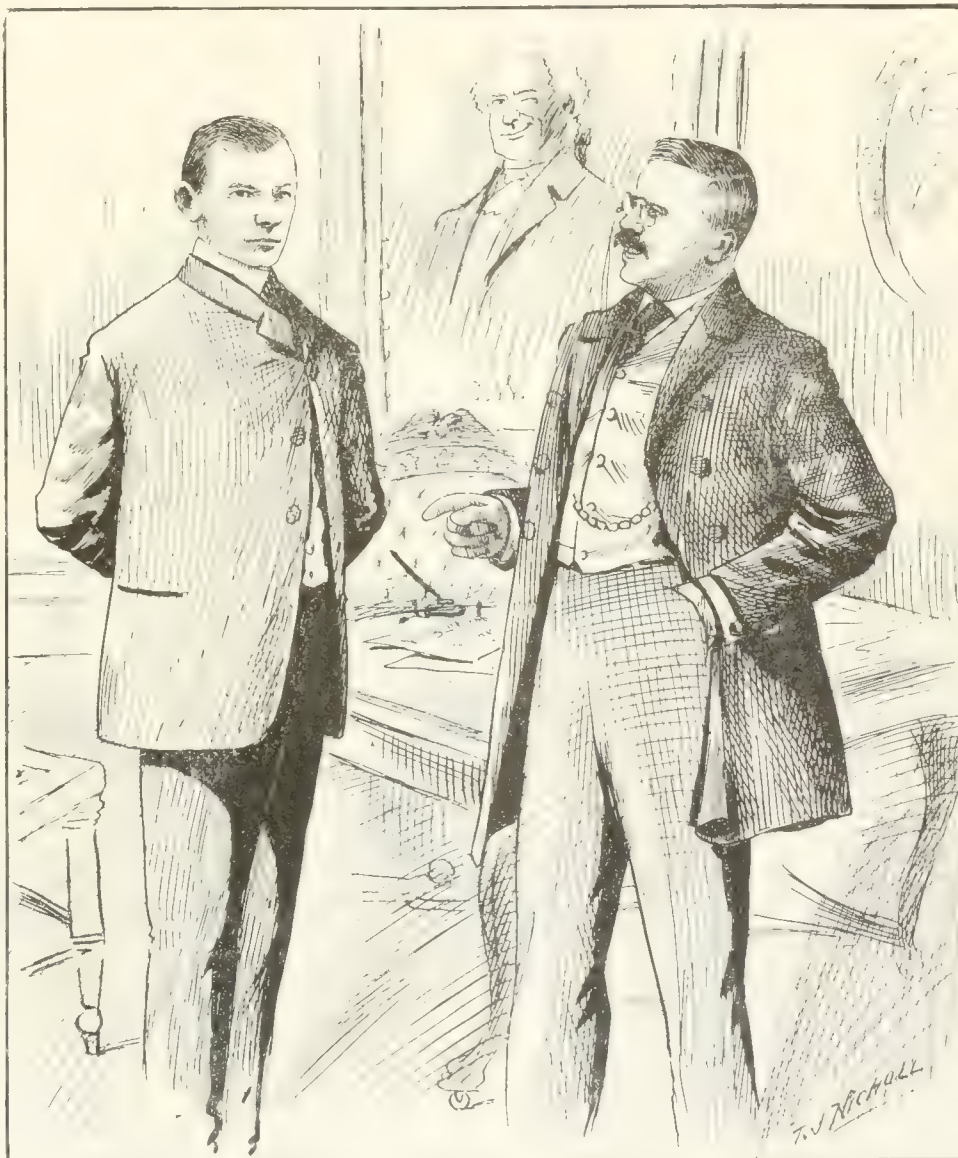
### Distinction with a Difference.

Interest your customer, but don't try to amuse him; he didn't come to you for that purpose.

### Certain.

If some men were paid only for what they know, they would never have more than thirty cents of one time.

## TWO GREAT LEADERS DECLINE THIRD TERMS.



**Teddy:** Earl, dear boy, I am **NOT DE**-lighted. When I said skiddoo to a third term I hadn't been elected to a second one. You have established so many precedents, why couldn't you have made good on the third term proposition for my sake?

### Old Fashioned.

Sunsets are quite old fashioned; nobody of real culture ever talks about them nowadays.

### Isn't It True?

The public has an insatiable curiosity to know everything save what is worth knowing.

### Religion.

Truth in matters of religion is simply the opinion that has survived.

### Dangerous.

A little sincerity is a dangerous thing.

### Good Intentions.

It is always with the best intentions that the worst work is done.

### Charity.

Charity creates a multitude of evils.

### Indeed It Is.

It is a wise son who knows when to strike his dad for cash.

### Bad Advice.

Do a man today for he is likely to do you tomorrow.

### Slowness.

Go slow and get lost!

### Not Necessary.

Don't be foolish and depreciate yourself—your competitors are only too glad to do it for you.



# AMERICAN FOREST TREES.

THIRTIETH PAPER.

## Red Spruce.

See page 13.

The growth of red spruce is from New England, through western New York, eastern Tennessee and into the high altitudes of South Carolina. It is one of the trees of the eastern states, particularly in Maine, New Hampshire, Vermont and New York. A considerable growth of the wood once stood in northeastern Pennsylvania, but it is now entirely exhausted.

In New York the tree is called yellow spruce, while in foreign literature it is known as North American red spruce. The tree is sometimes difficult to distinguish from black spruce (*Picea canadensis*), the main points of difference in the appearance of the two trees being the size and shape of the cones and of the staminate blossoms. The cones of red spruce are larger than those of black, and they mature and drop from the branches during their first winter, while those of the latter-named variety frequently remain on the tree for several seasons. Certain eminent botanists incline to the belief that the two are different forms of one species, inasmuch as even the timber of red spruce bears a close resemblance to that of black spruce. Other botanists dispute this theory emphatically, saying that the trees are entirely different in appearance; that the red spruce is a light olive-green, while black spruce is inclined to a darker olive with perhaps a purplish tinge, so that when seen together they have no resemblance in point of color. They further say that the cones are not only different in size, but that the scales are quite unlike in texture, those of black spruce being much thinner and more brittle. The same authorities maintain that the tiny cones of red spruce are more conspicuous on account of their reddish tinge.

Generally speaking the principal spruce growth of northern New England and New York is black spruce (*Picea nigra*), although interspersed with it in some localities is a considerable quantity of the red spruce (*Picea rubens*). On the contrary, the red spruce is the principal growth of West Virginia, Virginia, western North Carolina and the high altitudes over the South Carolina line is very largely red spruce, although interspersed with the growth of black spruce. The botanical distinction of the two is not made by all botanists, but to the average lumberman there

is absolutely no difference between red and black spruce from their viewpoint, and even in the physics of the two woods save that which arises from varying conditions of growth as soil, rainfall, altitude or compensating latitude, or general environment. The present day larger spruce of West Virginia and the mountain region further south, has



TYPICAL FOREST GROWTH RED SPRUCE WEST VIRGINIA

certain qualities of strength and texture, combined with a large percentage of clear lumber that is not approximated by the spruce of New England and the British maritime provinces.

Red spruce belongs to the pine family. In shape the tree is pyramidal, with spreading branches. It reaches a height of from seventy to a hundred feet. Its bark is reddish brown

slightly scaly. The young twigs are light colored when young and are covered with tiny hairs. The leaves are thickly clustered along the branches; they are simple, consisting of a slender needle, pointed at the apex. They become lustrous at maturity. The staminate flowers are oval, bright red in color; the pistillate ones are oblong, with thin rounded scales. The fruit of red spruce is a cone, from one to two and a half inches in length; it is green when young, turning dark with age, and, falling from the branches when the scales open out. The seeds are dark brown and winged.

The wood is light and soft, close grained and stronger perhaps than any other wood of equal weight. The sapwood is of a paler color than the heartwood. It somewhat resembles pine, for which it is extensively used as a substitute. It is not desirable for posts and trusses, being inclined to warp and twist in seasoning, but is especially adaptable for joints, studding, sheathing, boxes, flooring and interior finish. Other representative uses are for the sounding boards of pianos and other musical instruments and extensively for pulp. Fully half the spruce timber felled today is converted into pulp for paper making.

Mathews says of red spruce: "This tree is familiar to those who may have climbed the granite hills of New Hampshire; nowhere else has the spruce seemed to me quite so impressive, for in this section of the country it holds almost exclusive possession of the wilderness and the great summits which rise several thousand feet above the sea level. In traveling through the valleys of the Gale, Ammonoosuc, Pemigewasset, Ellis and Saco rivers, one may trace on the mountain walls the line where the maples and birches stop and the dark spruces begin; their somber black-green color clothes the greater hills with something like majestic solemnity—an aspect which the poet Whittier must have had in mind (although he does not allude to the spruce tree)

when he wrote this:

By maple orchards, belts of pine,  
And arches climbing darkly  
The mountain slopes, and over all  
The great peaks rising starkly

"These lines, however, perfectly express the impression which the spruce-clad mountain wall produces on the mind of one who passes through the valleys of the White mountains.







JOHN B. RANSOM  
NASHVILLE, TENN.

The red spruce in mountain fastnesses is the most picturesque tree imaginable; it rivals the cypress of the southern swamps. In the great forests which flank the Presidential range it rises far above its neighbors from a bed of damp moss and pale-tinted ferns, with



FOLIAGE AND FRUIT, RED SPRUCE

tall, sheer trunk, and scragged limbs draped with hoary moss, the acknowledged king of the wilderness. It bears all the marks of a hard fight for life amid opposing elements, but winter's storm and biting Arctic winds avail nothing, for in spite of them the tree climbs to the very borders of the Alpine region."

The large half-tone illustration accompanying this article is of a typical specimen of red spruce growing on the lands of the Cherry River Boom & Lumber Company in Nicholas county, West Virginia. This tree had a girth of about forty-four inches at the stump line and was perhaps seventy feet to the first limb. Standing beside the tree is Clem E. Lloyd, Jr., sales manager of the company. The other half-tone illustration shows a large spruce butt log, and was photographed on a skidway of the West Virginia Spruce Lumber Company near Cass, W. Va. This picture illustrates forcibly one of the peculiarities of spruce growth when it attains a considerable size. The bole of the tree at the stump line is rarely round, but is usually flattened at one

side, and often a cross section at this point is more nearly rectangular than circular. The bole higher up, however, assumes practically a circular form. Spruce forests prevail usually in a pure stand, and it is only occasionally that it is interspersed with hemlock and rarely with a small percentage of cherry.

The present cuttings of spruce in West Virginia and farther south are from virgin growth, while a large percentage of the lumber secured from the spruce forests of New York, northern New England and Nova Scotia is from second growth. Spruce does not show as remarkable a rapidity of growth as is generally credited, as careful measurements in various sections of the country, continued year after year at the instance of the editor of the *Hardwood Record* demonstrates beyond peradventure that the average growth of spruce amounts to approximately two per cent a year. It has been repeatedly demonstrated that where the tree is under cultivation, being quite frequently employed for ornamental purposes, it is one of the slowest growing of the soft woods.

Undeniably the highest type of spruce growth is found in West Virginia on the higher altitudes. There is a very considerable range of spruce growth extending northwest from the British maritime provinces west



HANDSOME RED SPRUCE LOGS

and south of Hudson Bay to the Mackenzie river and into Alaska, which promises little from a lumbering standpoint, but which doubtless will afford a spruce pulpwood supply for centuries to come. The growth is small and stunted, becoming more so toward the extreme North.

for the location of the plant, which by the way is not far distant from the present operations of John B. Ransom & Co. The business at this time aggregated only \$30,000 to \$40,000 a year. The indomitable pluck of its founder was a great asset, for when Messrs. Ransom and Kirkpatrick dissolved partnership in 1897, the former \$30,000 business was bringing in \$200,000 a year. During these years Mr. Ransom had been the dominant spirit. He has always been the financial man in every venture with which he has been associated; the chief buyer and principal salesman, and every move he has made has netted money for his house.

In 1898 John W. Love succeeded J. O. Kirkpatrick as a member of the firm. Mr. Love remained one year and then sold his fourth interest to Arthur B. Ransom, a brother of John B. Ransom. The two Ransoms have since continued the business which has grown so materially in the last few years.

Today the assets of the John B. Ransom enterprises place the owners in the millionaire class. In less than eight years they have more than trebled in value. The plant now includes big box factories, planing mills and sawmills in Nashville. The firm is probably handling some 50,000,000 feet of hardwood annually, and is sawing more than 50,000 feet a day in addition to large quantities of lumber bought from outside mills.

Besides being the head and senior partner in this immense business, Mr. Ransom is president of three great institutions—the Nashville Hardwood Flooring Company, of West Nashville, a \$150,000 corporation that is doing a great business; the Nashville Transportation Company, which runs a line of tow boats with seventeen barges on the Cumberland river, and the newly organized Gayoso Lumber Company, of Shelby county, Tennessee. He is a director and largely interested in the Nashville Tie & Cedar Company, and is also a heavy stockholder and a director in the American National Bank of Nashville, capitalized at \$1,000,000. He is first vice president of the Hardwood Manufacturers' Association of the United States, serving his second term.

Mr. Ransom is a member of the Book Committee of the Methodist Episcopal Church South. This committee is the executive and business head of that great religious sect. He is also a member of the Board of Stewards of the West End Methodist Church at Nashville.

Indomitable energy, untiring zeal, good business judgment, with an ever-present nerve to back that judgment, combined with unusual executive ability, quickness of decision and fairness in dealings with his fellowmen are the qualities that have enabled John B. Ransom to spell success with capital letters while he is still a young man. He is today one of the leading hardwood factors in the country, and he is destined to continue adding fame and fortune to his name.

Mr. Ransom's pleasing portrait accompanies this issue of the *Hardwood Record* as a supplement.

## Builders of Lumber History.

NUMBER XXIV.

John B. Ransom.

(See Portrait Supplement.)

The son of a Rutherford county, Tennessee, farmer and lumber dealer, John B. Ransom, started in the lumber business in the little town of Murfreesboro, in the heart of Tennessee's cedar belt, some twenty-five years ago. His beginning was as modest and unostentatious as is his demeanor today, yet this same self-made man, although barely forty-five years of age, is now at the head of a splendid business worth almost a million dollars. Mr. Ransom, when a beardless youth,

started a general line of business in Murfreesboro, but the principal items handled were cedar and piling, as he was in the heart of a region producing most of the world's red cedar timber. Soon, however, the young lumberman entered into a partnership with J. O. Kirkpatrick, now senior member of the well-known firm of J. O. Kirkpatrick & Sons, under the title of John B. Ransom & Co. About 1888 the firm, looking for a larger field, moved to Nashville. A site on Durham street, convenient to the Nashville, Chattanooga & St. Louis railway tracks, was selected



## *A Lumberman's Letters to His Son.*

On the same day, the receipt of your advance payment and another deposit. The total paid will be given to the borrower, as that entire will come in on our first payment. It is better to have the entire

Now right here I want to say something to you. Don't you get these Morpion cards jolly you any further about getting you on the inspection bureau committee of any association. None and that there be no Chicago representative on that committee. Chicago is lucky. Don't you try to help anybody steer inspection rules.

Go and make application for membership in the Down and Out Club if you want to, but keep clear of the other game. This patching up other folks' rows for them isn't a good stunt. You can't satisfy either the buyer or the seller, and every time you cut in you make both parties enemies for life. Besides that, it takes up too much time. You can't tinker with the troubles of the entire lumber fraternity and be of any use in my business at the same time. We have troubles enough of our own. This philanthropy business that "for the good of the trade" is all right theoretically and sentimentally, but there's no coin in it for your dad. There are enough lobsters trying to interpret hardwood rules today without your assistance. You don't know the difference between hard ash and soft bark hickory, anyhow."

## Hardwood Record Mail Bag.

{ In this department it is proposed to reply to such inquiries as reach this office from the Handwood Trade Clearance as will be of enough general interest to warrant publication. Every patron of the paper is invited to use this department to the fullest extent, and an attempt will be made to answer queries pertaining to all matters of interest to the handwood trade, in a prompt and intelligent manner }

## Information Wanted About Dimension Machinery.

[illegible]

reducing sawmill refuse to dimension material kindly supply information concerning the proper equipment of tools and their best arrangement for this purpose, for publication in the Record? The subject should be

You say they are asking for a better oak at Memphis than we are getting for it in Chicago. I have been telling you that for three months, and that's not all; they are going to get their price. When it comes to getting the true value of lumber in this market we are a set of imbeciles, we never did know anything about getting prices. The only way we estimate values in the Big and Windy is to cut a competitor's price a dollar a thousand, and then try to get even on the grade. We have been building up a pretty good reputation on grades for the last year or two, but we still have got to start in at the kindergarten and get a price for our stuff. I am going to start a night school pretty soon and make you a star pupil. The way you fooled away our stock of oak while I was out of town was scandalous.

The sawmill will be shipped from Milwaukee next week, and the millwrights will be on the ground as soon as it arrives. You better get over into the swamp and at least keep the time book for the superintendent. The boarding-house may not please you, but you'll learn to like the grub in time.

YOUR AFFECTIONATE FATHER.

P. S.—A collector was just over from Marshall Field's with a bill against you for six pair of silk hose and three Italian vests. When did you get to wearing silk hose at 50 per. and what in the deuce is an Italian vest?

question, but to many others engaged in the manufacture of dimension material. *Euro.*

### Proposed Experiments in Growing Hickory.

WASHINGTON, D. C., March 11. Editor HARDWOOD RECORD: I note in your issue of February 25 that a committee, of which you were made chairman, was appointed by the Hardwood Dimension Association at its Cincinnati meeting, to cooperate with the Forest Service on hickory and hickory reforestation. I want to say that the Forest Service appreciates very greatly the interest of the association in this matter, and I am sure that the committee can be of great help to the Forest Service. We have just had a conference here about the work which shall be done on hickory during the coming season. We think it important to give a good deal of attention to this wood on account of its great usefulness, and we have tentatively outlined a three-fold study as follows: First, a study of the present supply and distribution of hickory; second, an experimental test in growing hickory; third, a study of the uses of hickory in which it cannot well be substituted by other woods.

The Forest Service is in position to carry out both the first and third, but we are not in position to undertake the second without some assistance as we have not the ground upon which to make experiments. I bring this matter to your attention thinking that upon this point of land survey and location can cooperate with us in making the second and the test of this land. We should look forward to it running several years, and we at least should have several acres. We are anxious to buy very much if you will.

consider this matter and let us know whether your association will be in a position to help us. Also we shall appreciate any suggestions that you can give in regard to any part of the program outlined above.—WILLIAM L. HALL, Chief.

It appeals to the editor of the HARDWOOD RECORD as chairman of the committee referred to that there must be a number of timber land owners in the country interested in the regrowing of hickory who own denuded or partially denuded timber lands suitable for this purpose, who would be very glad to set aside a sufficient area to the Forest Service for making experimental tests in growing hickory. The HARDWOOD RECORD would be pleased to receive communications from anyone interested in this suggestion, and is sure that the Forest Service would be glad to undertake the proposed experiments. Editor.

## Information Wanted About Lignum-Vitae.

INDIANAPOLIS, IND., March 16. Editor HAWK-  
WOOD RECORD: Will you please advise where  
lignum-vitæ grows, and is there any stock of it  
carried in this country? If so, by whom, and at  
about what price per thousand does it sell?—  
DECKER COIL POOP CO.

Information has been supplied the inquirer in a general way about sources of supply of lignum-vitae, but any further information on this subject from readers of the HARDWOOD RECORD will be welcomed.—  
EDITOR.

## Pittsburg Fuel Company.

Pittsburg, Pa., March 13. Editor HARDWOOD RECORD: We have in our possession one of your publications, and note the position in which you are trying to place our firm, and wish to inform you that the writer purchased this business in January from D. B. Evans of Jeannette, paying him a sum of \$7,000 for the business and his good will. I retained Mr. Harris as manager for one month, in order to be come more thoroughly acquainted with the trade. We are not trying to set the world on fire, and positively are not sending orders out promiscuously. We have been sending out several circular letters soliciting prices on different stocks, so that we can be able to make up a price list and get established with both the buyers and sellers of lumber. We are here to stay, and believe your publication is unwarranted.

We note what you say in regard to Mr. Harris antecedents, and in reply to this will state we know nothing about him only on the recommendation of Mr. Evans, his former employer. We also know that Mr. Harris was purchasing agent for the Schoenberg Coal Company, this city, for several years prior to his connection with Mr. Evans. We believe that you have Mr. Harris mixed up with someone else.

If you have a connection or a representative in this market, we will be glad to have him call on us and can give him such information as he may want in regard to our business methods.

Yours respectfully, LOUIS N. STEINMAN

Again the **HARDWOOD RECORD** wishes to repeat what it said in the issue of March 10, that it will be pleased to publish any evidence tending to show the reliability and competency of the **Pittsburg Fuel Company** as hardwood dealers.—**EDITOR.**

San Francisco hardwood manufacturers are about to establish a factory in Knoxville to manufacture various kinds of hardwood finish and flooring. The proposed plant will cost \$50,000. The finished product will be shipped to San Francisco where the main business office will be located.

# Tenth Annual Chicago Hardwood Lumber Exchange.

At 1 p. m. on Saturday, March 17, the members of the Chicago Hardwood Lumber Exchange met at luncheon at the Engliston of the Great Northern hotel and afterwards held its tenth annual meeting. There were present several invited guests of the

President Fathauer delivered the following address:

## President's Address.

This is an era of organization. Collective effort in all directions seems to have taken the place of individual action. It therefore is but natural that the hardwood lumber dealers in this market should undertake to work for individual betterment through united effort, and this was the motive of the hardwood lumber dealers of Chicago when they organized the Chicago Hardwood Lumber Exchange year ago. In the beginning, when this exchange was founded, it began to work on inspection rules and their application, also to inform its members of the financial standing of the consumers of hardwood lumber, etc. Most of you are familiar with the fact that the Chicago Hardwood Lumber Exchange took the initiative in organizing the National Hardwood Lumber Association. The history of the latter is known to you all—how it brought system out of confusion in the inspection of hardwood lumber, how it broke down the barriers of prejudice and misunderstanding between the different markets, and how it established friendly relations between the manufacturer and dealer. I feel proud of the Chicago Hardwood Lumber Exchange and its work in this direction, especially when this was done in spite of unfair and malicious criticism. It remained steadfast and won the goal.

It also redounds to the credit of the exchange that it is and always has been in the front ranks of the National Hardwood Lumber Association, not only when it was inaugurated but during the subsequent years when improvements were brought about. It has revolutionized the hardwood lumber business, a great accomplishment, from the fact that the field covers practically the entire United States. I sincerely hope that every member of the exchange is a member of the National Association, as it is their duty to contribute their share to this work. It is unfair toward the National Hardwood Lumber Association to reap the benefits of its work and be unwilling to contribute substantially toward its maintenance and further expansion. Inasmuch as we are relieved by the National Hardwood Lumber Association of the arduous work of maintaining inspection rules and their application in this market, our energies can now be directed to other channels. There are features of great interest to us which are of a local nature and must therefore be solved entirely among ourselves.

As we all know, supply and demand govern values, and the more knowledge we have of supply as well as demand, the more competent we are to fix values. Judging from my viewpoint, I consider a compilation of the lumber on hand in the city of Chicago of greatest importance, and earnestly urge that we undertake to compile a monthly stock list of the lumber on hand in the respective yards and another of the lumber at country points owned by local carload and yard dealers. In the past we have been absolutely ignorant as to whether or not a certain kind, grade and thickness of lumber was "long" or "short," which in my opinion is altogether wrong. I think you have all had the experience, where a certain pile of lumber had become an eyesore to you, of immediately quoting a low price, when a call was received for it, in order to get rid of it, and, in the event that you sold a little more than you had, and undertook to buy it in Chicago or elsewhere, found either that it was not to be had or that your neighbor asked considerably more than the price you had sold at. Then the ridiculous low price sale became apparent. A stock list, embodying the lumber on hand in all the yards, and that owned by the carload dealers, would check such ridiculous selling. It would not only be of great benefit to us in selling lumber, but also in contracting and buying, for if a dealer were short or entirely out of a certain kind of lumber, and found upon consulting the stock list that his competitor had a large quantity of it, he would buy conservatively or not at all. Thus, buying and selling would be done with greater intelligence.

This stock list would become of greater value to us in the course of time, as we can judge only by comparison. I think you will agree with me that a stock list of this nature would be more valuable to us the second year than the first, as going back and comparing stock on hand in a certain month with the stock on hand a year from that date would be our guide. The demand we can only approximate judging from the respective inquiries that we receive for lumber, and also taking into account the general prosperity of the country and the special features of the local market.

I also wish to call your attention to the fact that the Chicago Hardwood Lumber Exchange some years ago saved many of us a considerable sum of money on insurance rates. About four or five years ago the insurance companies de-

manded an increase of twenty-five cents per hundred dollars for carrying risks on hardwood lumber yards. This exchange took up the matter, and through the personal canvass of Mr. Harry Gardiner the whole situation was gone over. Mr. Gardiner found that during a period of twenty-five years the fire losses paid on hardwood lumber carried in the yards of Chicago were about \$6,000. This fact was presented to



THEODORE FATHAUER, PRESIDENT, THE  
FATHAUER COMPANY

exchange, among whom were Earl Palmer, president of the National Hardwood Lumber Association; W. H. Russe of the Executive Committee of that association; J. W. Thompson; W. W. Knight, chairman of the National Inspection Bureau Committee, and the editor of the HARDWOOD RECORD.

The meal was a very delightful one, and at



V. KIMBALL, SECRETARY, A. R. VIN  
NEDGE LUMBER COMPANY

its conclusion President Theodore Fathauer called the meeting to order. Secretary Carl V. Kimball read the minutes of the last meeting, which were approved. Thereupon



PARK RICHMOND, VICE PRESIDENT

the board of underwriters and they dropped the advance of twenty-five cents. This was accomplished by the exchange for its members, but full credit should be given Mr. Gardiner for his work in this direction. I regret that I am not in possession of information as to how much the hardwood lumber dealers of this city pay annually in premiums for fire insurance, but it is safe to assert that an amount is paid yearly in premiums many times what the insurance companies paid in losses during the last thirty years. In view of this fact, it would seem that the insurance rate on hardwood lumber is entirely too high, and I believe we should take steps to secure a reduction as the conditions merit.



J. S. TRAINER, TREASURER, TRAINER  
BROTHERS LUMBER COMPANY

I think we should also insist upon some protection in the matter of sales in this market. I do not think it is good business policy on our part to patronize a manufacturer or commission dealer in lumber who sells to the consumers of this market. Of course this is a free country, and the manufacturer or commission dealer has



A black and white oval portrait of a man with a mustache, wearing a dark suit, white shirt, and dark tie. He is looking directly at the camera with a neutral expression. The background is light and plain.

It is our belief that we may have made mistakes in the past, but that being on the outside of the industry position to study the wants of the consumer, and therefore can do so without any disadvantage to all concerned. The manufacturing of lumber is one part of the hardwood lumber business, and marketing same quite another.

A black and white oval portrait of a man with dark, wavy hair and a prominent mustache. He is wearing a dark suit jacket over a white shirt and a dark tie. The portrait is set against a light, textured background.

Debit		Credit	
Balance forward		\$	100.00
Interest			1.00
Commission			8.00
E. E. Hooper, to settle claim	100.00		
Balance			109.00
Interest			1.00
Commission			100.00
Balance			210.00
Interest			2.00
Commission			20.00
Balance			232.00

An oval-framed, black and white portrait of a man with dark hair, wearing a suit jacket, white shirt, and tie. The portrait is centered on the page.

President Fathauer then announced that at the next business before the exchange was the election of officers, and on motion of Harry S. Hayden the rules were suspended and the secretary was instructed to cast a ballot for the reelection of the entire corps of old officers and directors for another year.

A black and white oval portrait of a man with a mustache, wearing a suit and tie. The portrait is set against a dark background and is framed by a decorative border.

The following are the officers and directors as follows: President, Frederick Entenamer, vice president, F. J. R. Moore, secretary, Carl V. Kimball; treasurer, J. S. Trainer. Directors: H. S. Maynard, W. C. Schuchter, W. D. Kopp, Carl

Miller, C. H. Wolfe, John Schoen and George W. Stoneman.

On motion of W. O. King the chair was authorized to appoint a committee of the exchange to assist in securing the forthcoming annual meeting of the Illinois Manufacturers' Association for Chicago. The chair appointed as such committee H. S. Hayden, W. O. King, Frederick L. Brown, Clarence Boyle and F. S. Hendrickson.

Application for membership in the exchange was received from Ben C. Kenter, Monmouth building, and on motion the rules were suspended and Mr. Kenter was admitted to the exchange.

President Fathauer introduced Earl Palmer, president of the National Hardwood Lumber Association, who made one of his usual happy

the members of the exchange to Memphis on the date named. The chair appointed as such committee A. R. Vinuedge, John D. Spaulding and Milton Miller.

W. W. Knight then made a brief address of congratulation and, following, Harry S. Hayden addressed the exchange on the subject of the important functions it had heretofore exercised in the affairs of the National Hardwood Lumber Association. In view of the positive declaration of President Palmer that he would not consent to reelection to the office of president of the national organization, he moved that the Chicago Hardwood Lumber Exchange go on record as placing its nomination for the next president of that association William H. Russe of Memphis, and that it pledge to him the undivided sup-

port of the exchange, and all honorable means at its command to secure his election. The motion was enthusiastically carried.

Mr. Russe then made a brief speech of acknowledgment in which he stated that this was the first moment that he had even considered himself a candidate for the high office of president of the National Association, but with the support of the Chicago Hardwood Lumber Exchange and in its faith that he would make an acceptable chief officer, if he should have the good fortune to be elected, he would take up the work and do it to the best of his ability. He stated further that he was not unmindful of the great responsibility involved, and the vast amount of labor necessary to successfully carry on the work that had been so ably handled by President Palmer, but that he would do his best.

The meeting then adjourned.

**Attendance.**

J. A. Braun, W. O. King & Co.  
Clarence Boyle, Clarence Boyle Lumber Company.  
F. L. Brown, Crandall & Brown  
John S. Benedict.  
H. C. Dow, H. C. Dow & Co.  
W. A. Davis.



GEORGE H. STONEMAN, DIRECTOR, STONE MAN ZEARING LUMBER COMPANY.



JOHN SCHOEN, DIRECTOR, COLUMBIA HARDWOOD LUMBER COMPANY.



C. H. WOLFE, DIRECTOR, HEATH WITBECK COMPANY.

and forceful addresses, during which he stated that under no circumstances would he permit himself to become a candidate for reelection as president of the National Association. He thanked the members of the Chicago Hardwood Lumber Exchange for the sympathy and hearty coöperation they had given him in his work during the past two years and congratulated them on the success of the local exchange, which he characterized as the progenitor of the big national organization.

W. H. Russe of Memphis then made one of his characteristic speeches eulogistic of the city of Memphis and its great hardwood industries, and concluded by not only inviting but insisting that every member of the Chicago Hardwood Lumber Exchange become a guest of the Memphis Lumbermen's Club at the forthcoming annual meeting of the National Hardwood Lumber Association at Memphis on May 3 and 4.

On motion the invitation of Mr. Russe was enthusiastically accepted, and on further motion of H. S. Hayden, the chair was instructed to appoint a committee of three to make arrangements for the transportation of

port of the exchange, and all honorable means at its command to secure his election. The motion was enthusiastically carried.

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John S. Benedict.  
H. C. Dow, H. C. Dow & Co.  
W. A. Davis.

Milton Miller, Miller Brothers.

J. P. McFarland, Ryan & McFarland.

F. C. Van Norstrand, Cotton Belt Lumber Company.

Earl Palmer, Ferguson & Palmer Company, Paducah, Ky.

W. H. Russe, Russe & Burgess, Memphis Park Richmond.

A. H. Ruth, G. W. Jones Lumber Company.

Edward E. Skeele, Estabrook-Skeele Lumber Company.

William C. Schreiber, Francis Beidler & Co.

John D. Spaulding, Southern Oak Lumber Company.

J. S. Trainer, Trainer Brothers Lumber Company.

W. E. Trainer, Trainer Brothers Lumber Company.

George R. Thamer, Empire Lumber Company.

J. W. Thompson, J. W. Thompson Lumber Company, Memphis.

Fred W. Upham, Upham & Agler.

A. R. Vinuedge, A. R. Vinuedge Lumber Company.

C. H. Wolfe, Heath-Witbeck Company.

The Franklinville Lumber Company, recently incorporated at Franklinville, N. Y., has purchased the timber on a tract of 250 acres of land near that place. This tract has never before been cut and is one of the new hardwood timber tracts of western New York. A large number of men are already at work on the lands, and the sawmill, planing and veneer mills, etc., are being operated in the immediate vicinity.



*Grand Rapids Lumbermen as Hosts.*

EDWARD BUCKLEY, MANISTEE, MICH.



EARL PALMER, PADUCAH, KY.



W. H. RUSSE, MEMPHIS, TENN.

Grand Rapids, Michigan, represents the largest and most diversified lumber interests of any city of its size in the United States; furthermore, its consumption of hardwood lumber per capita is greater than that of any other city. The city has a population of nearly 100,000 people, and contains well toward a hundred manufacturing institutions, the majority of which are devoted to the production of furniture of all types and grades, although largely of medium to high quality. A score or more of these factories are of immense size, employing hundreds of skilled laborers, others are plants employing from 50 to 150 mechanics, and interspersed with these are smaller plants, making some specialty of wood. Grand Rapids is one of the most attractive cities in the United States, and is essentially a municipality of comfortable homes. In this respect it is remarkable,

as the majority of laborers own their own places of residence.

In hardwood lumber consumption Grand Rapids ranks high, using upwards of 100,000,000 feet annually. This is a very conservative estimate; by many it is alleged that the factories of that city utilize approximately 150,000,000 feet. Accurate statistics are not obtainable, save that it is known that the railroads centering at Grand Rapids handle a daily average of about 300 cars of lumber. Quite a portion of this quantity, however, goes into the building trades, and a considerable amount is shipped to Muskegon, Grand Ledge and other surrounding towns which are also largely engaged in furniture manufacture.

A quarter of a century ago Grand Rapids was the financial and manufacturing center for large white pine interests. Down the

Grand river and from its tributaries has floated many million feet of as fine white pine timber as ever grew. This product is now exhausted, and with succeeding years the fine hardwood forests of oak, walnut, basswood, cherry, elm and maple contiguous to this great manufacturing center have also well nigh disappeared, although even during the last winter one could see hauled through the streets of Grand Rapids many sleigh and wagon loads of splendid hardwood timber garnered from the wood lots of farmers living within a dozen miles of Grand Rapids, which from its character indicates the magnificent quality of the primitive hardwood forests of that section. The original forests of hard and soft woods, the splendid water power afforded by the Grand river, and the fine railroad facilities enjoyed by the city at even an early date, all contributed to the



J. C. EMBERY, APPLETON, WIS.



CARROLL E. SWEET, GRAND RAPIDS, MICH.



C. E. FLOYD, JR., PHILADELPHIA, PA.



B. R. THOMPSON, GRAND RAPIDS, MICH.



J. W. THOMPSON, MEMPHIS, TENN.



L. L. SKILLMAN, GRAND RAPIDS, MICH.

establishment of wood-working plants there, and these institutions have flourished and prospered until today Grand Rapids is known as "the furniture city."

Incident to the immense demand for hardwood lumber growing out of the furniture manufacturing trade of Grand Rapids and following the early white pine lumber operators, there has grown up in Grand Rapids a large number of hardwood manufacturing and jobbing houses. Many of these institutions own timber lands either in the North or South, and manufacture lumber with special reference to the wants of the furniture manufacturer, while others are buyers of mill stocks in various parts of the country, which they ship direct from points of production to the various factories. Still other institutions maintain well-stocked yards from which they market every variety of hardwood. The Grand Rapids furniture trade is a large consumer of mahogany, white oak, red oak, basswood, birch, maple, elm, ash and beech, and to a greater or less extent utilizes in the

various lines of production nearly every variety of American and foreign hardwoods. The city is also a large producer of veneers and panel stock, barrels, boxes, crating material, hardwood flooring, etc.

The lumber dealers of Grand Rapids are thorough believers in the value of association work, and maintain a local organization known as the Grand Rapids Lumbermen's Association, of which Carroll F. Sweet, president of the Fuller & Rice Lumber & Manufacturing Company, is president, and L. L. Skillman of the Skillman Lumber Company is secretary. The majority of the Grand Rapids lumbermen are members of the National Hardwood Lumber Association, and B. R. Thompson of the Thompson Lumber Company, Ltd., of that city, is one of its directors. A second Michigan director is Edward Buckley of the Buckley & Douglas Lumber Company of Maunster.

Recently the Grand Rapids Lumbermen's Association invited the Executive Committee of the National Hardwood Lumber Associa-

tion, as well as its Board of Directors, to hold a business meeting at Grand Rapids on Friday, Feb. 16, and to become the guests of the local association at a dinner on the evening of that date. The invitation was accepted and a meeting of the officers and Executive Committee was held for the transaction of routine business, which was devoted largely to inspection affairs. Present at this meeting were President Earl Palmer, Second Vice President H. C. Humphrey, Third Vice President C. E. Lloyd, Jr., D. F. Clark, W. H. Russe, W. W. Knight, J. W. Thompson, B. R. Thompson, Edward Buckley, Gardner I. Jones, A. R. Vinnedge, J. V. Stimson and Secretary F. F. Fish.

During the afternoon the visitors were taken for a tour of inspection over the great high-class furniture manufacturing plant of the Berkey & Gay Furniture Company and afterward, under the guidance of Purchasing Agent E. K. Prichett, were shown through the model office furniture manufacturing institution, the Macey-Wernicke Company. The



A. R. VINNEDGE, CHICAGO, ILL.



OTIS A. FELGER, GRAND RAPIDS, MICH.



CHARLES A. PHELPS, GRAND RAPIDS, MICH.





GARDNER I. JONES, BOSTON, MASS.



W. W. KNIGHT, INDIANAPOLIS, IND.



EDMUND F. DODGE, CHICAGO, ILL.

ordered system, and cheerfully manifested that these model institutions was a revelation to the visitors, and the courtesies of the managers were highly appreciated.

In the evening the hosts entertained the visitors with an elaborate banquet at the Hotel Panther. This dinner was served by J. Boyd Pantlind of the Hotel Pantlind and was a most carefully prepared and delightfully served repast. The occasion, being the eve of St. Patrick's day, the decorations of the great dining hall consisted of American and Irish flags intertwined, the greenery of the table was largely smilax, and the bouquets were green carnations. The menu follows:

Martin Cocktail		
Canape Vert		
Blue Point Cocktail		
Consomme		
Filet of Halibut		
Serpentine Potatoes		
Olives	Mangoes	Garkins
Quail on Toast	String Beans	
Champagne		

Punch	Seventeenth of March	Cigarette
Asparagus Salad		
Pantlind Special Cheese		Coffee
Cigars		

At the conclusion of the banquet, President Sweet of the local association introduced McGeorge Bundy as toastmaster of the occasion. Mr. Bundy is a lawyer by profession, a vicarious lumberman, and proved himself an able and entertaining toastmaster, as well as a royal good fellow. The first speaker of the evening was Hon. E. F. Sweet, mayor of Grand Rapids, who made a delightful address in welcoming the visitors. He was followed by Earl Palmer, president of the National Association, who made one of his usually witty and entertaining speeches, during which he announced in all seriousness his decision not to become a candidate for reelection to the presidency of the National Association, and further affirmed that under no circumstances could he be induced to accept a re-nomination. Mr. Palmer was fol-

lowed by Messrs. W. H. Russell, on the subject of the greatness of Memphis as a hardwood manufacturing center, and what the Memphis Lumbermen's Club proposes to do in the way of entertaining the forthcoming annual convention of the National Hardwood Lumber Association; by H. C. Humphrey on the value of association work; by Hon. Chas. W. Garfield on the forestry needs of the country; by E. K. Prichett on the subject of lumber buying; by C. E. Lloyd, Jr., in dissipation of the idea that Philadelphia is a slow town; by O. H. L. Wernicke demonstrating that while lumber costs more than it did a quarter of a century ago, Grand Rapids manufacturers are able to produce the various lines of furniture at a less cost and of a better quality than ever before in the city's history; and by several others. The speeches generally were far from serious, and it was an evening of rare entertainment to all present, and a function that will not soon be forgotten by those who had the pleasure of



E. C. JONES, HUNTINGTON, IND.



FRANK F. FISH, INDIANAPOLIS, IND.



FRANK F. FISH, INDIANAPOLIS, IND.

participation. The following is a roster of those in attendance:

### Present at the Banquet.

A. T. Anderson, Cadillac, Mich.  
 F. E. Andrews, Mercer & Fardon Lumber Co., Grand Rapids.  
 Edward Buckley, Buckley & Douglas Lumber Co., Manistee.  
 McGeorge Bundy, Grand Rapids.  
 D. F. Clark, Osborne & Clark, Minneapolis, Minn.  
 C. E. Davis, Davis & Stone, Grand Rapids.  
 G. B. Daniels, Acme Lumber Co., Grand Rapids.  
 A. H. David, Grand Rapids.  
 George B. Daniels, Winchester & Daniels, Grand Rapids.  
 H. E. Davies, Davies Lumber Co., Grand Rapids.  
 Edmond F. Dodge, F. G. Dodge Lumber Co., Chicago.  
 H. J. Dudley, Dudley Lumber Co., Grand Rapids.  
 George B. Dunton, Thos. MacBride Lumber Co., Grand Rapids.  
 Otis A. Felger, Hackley-Phelps Bonnell Co., Grand Rapids.  
 J. W. Fardon, Mercer & Fardon Lumber Co., Grand Rapids.  
 Charles W. Fish, Hackley-Phelps Bonnell Co., Grand Rapids.  
 Frank F. Frost, secretary National Hardwood

Charles McQuewan, Grand Rapids.  
 A. W. Orr, A. B. Knowlson Lumber Co., Grand Rapids.  
 Earl Palmer, Ferguson & Palmer Co., Paducah, Ky.  
 G. W. Perkins, Jr., Thompson Lumber Co., Grand Rapids.  
 E. K. Fritchett, Macey Wernicke Co., Ltd., Grand Rapids.  
 H. R. Reynolds, Manistee.  
 I. Preston Rice, Rice Veneer & Lumber Co., Grand Rapids.  
 W. H. Russe, Russe & Burgess, Memphis, Tenn.  
 Carl H. Schneider, Dudley Lumber Co., Grand Rapids.  
 Theo. A. Schneider, Brunswick Balke Collender Co., Chicago.  
 E. W. Stiles, Stiles Bros. Lumber Co., Grand Rapids.  
 L. L. Skillman, Skillman Lumber Co., Grand Rapids.  
 Henry Schneider, Dudley Lumber Co., Grand Rapids.  
 Walter Stone, Davis & Stone, Grand Rapids.  
 J. V. Stimson, Huntingburg, Ind.  
 Carroll F. Sweet, Fuller & Rice Lumber & Manufacturing Co., Grand Rapids.  
 Hon. E. F. Sweet, Grand Rapids.  
 F. M. Sprague, Sprague & Co., Grand Rapids.  
 J. W. Thompson, J. W. Thompson Lumber Co., Memphis, Tenn.  
 B. R. Thompson, Thompson Lumber Co., Grand Rapids.  
 P. H. Travis, Nichols & Cox Lumber Co., Grand Rapids.  
 Ph. C. Fuller, Fuller & Rice Lumber & Manufacturing Co., Grand Rapids.  
 J. Wade Tucker, Tucker & Harper Lumber Co., Grand Rapids.  
 A. L. Utter, Grand Rapids.  
 A. R. Vinnedge, A. R. Vinnedge Lumber Co., Chicago.  
 A. Van Keulen, Van Keulen & Wilkinson Lumber Co., Grand Rapids.  
 N. J. G. Van Keulen, Van Keulen & Wilkinson Lumber Co., Grand Rapids.  
 O. H. L. Wernicke, Macey-Wernicke Co., Ltd., Grand Rapids.  
 L. O. Wilkinson, Van Keulen & Wilkinson Lumber Co., Grand Rapids.  
 D. Wolf, Acme Lumber Co., Grand Rapids.  
 O. A. Ward, Grand Rapids.  
 George S. Wilkinson, Van Keulen & Wilkinson Lumber Co., Grand Rapids.  
 Arthur J. Zipp, Zipp Bros. Lumber Co., Grand Rapids.  
 Homer L. Zipp, Zipp Bros. Lumber Co., Grand Rapids.

### National Hardwood Lumber Exporters' Association.

The Timber Trades Journal, London, in its issue of March 10, pays its compliments to American lumber associations in general and the National Hardwood Lumber Exporters' Association in particular in the following editorial:

"At this time of the year the American trade papers are fully charged with the reports of the various meetings of the many organizations which exist throughout various parts of the States, giving accounts of their operations and their *raison d'être*, each organization looking at the truth (or otherwise) according to their standpoints, some concerning themselves with 'Uniform Grading Rules,' 'Profit Sharing,' whilst in one case we came across the startling statement 'that the millman who ships to a consumer is a brigand,' others urging 'the necessity of National Forestry,' some 'the necessity of Mutual Insurance,' 'Advice from a Wise Novice,' 'Cost of Selling,' 'Fair Profits,' 'Knowledge of Stocks,' 'Proper Publicity,' and quite a host of other subjects, all, no doubt, quite interesting to those who, for a short holiday, take long journeys into a far country. Perhaps the change is beneficial, but the publicity is probably nectar to the gods.

"The association which most closely affects us

on this side is the National Hardwood Exporters' Association, and they have held their annual meeting in Washington, practically behind closed doors. The report is circulated amongst its members with the embargo that nothing is to be divulged either to the press or the public.

"This secrecy is altogether contrary to the American spirit of advertising itself to the utmost. Why should such an organization as the N. H. L. E. A. hide its light under a bushel? We have from time to time felt it incumbent upon us to criticise their methods as to grading and contract forms, to which as yet there has not been given any proper reply. If our contentions were not justifiable, surely the N. H. L. E. A. in conference should have been able to shed forth the refulgence of its wisdom to benighted Britishers sitting in great darkness.

"Some little ray of light has made itself manifest from the presidential address of the president of the Timber Trades Federation last week, which amongst other things stated:

"We have had an interesting correspondence with the N. H. L. E. A., some of which only arrived this morning, on the subject of hardwood contract forms, &c.

"That however admirable American methods may be, we have to adapt ourselves to the cus-



N. J. G. VAN KEULEN, GRAND RAPIDS, MICH.

Lumber Association, Indianapolis, Ind.  
 J. H. Ford, Alaska Refrigerator Co., Muskegon.  
 H. L. Foote, Dennis Bros., Grand Rapids.  
 A. French, Phoenix Furniture Co., Grand Rapids.  
 Charles W. Garfield, Grand Rapids Savings Bank, Grand Rapids.  
 Henry H. Gibson, HARDWOOD RECORD, Chicago.  
 Almond Griffen, HARDWOOD RECORD, Grand Rapids.  
 J. A. Haak, Haak Lumber Co., Haakwood.  
 Winthrop C. Hall, Gibbs, Hall & Allen Co., Grand Rapids.  
 G. H. Hopper, McKillip & Hopper Manufacturing Co., Manistee.  
 H. C. Humphrey, G. W. Jones Lumber Co., Appleton, Wis.  
 O. O. P. Hughart, W. O. Hughart, Jr., Grand Rapids.  
 Gardner I. Jones, Jones Hardwood Co., Boston, Mass.  
 W. W. Knight, Long-Knight Lumber Co., Indianapolis, Ind.  
 C. E. Lloyd, Jr., Cherry River Boom & Lumber Co., Philadelphia, Pa.  
 S. G. McClellan, Simmons Lumber Co., Simmons, Mich.  
 F. C. Miller, Receiver J. F. Quigley Lumber & Land Co., Grand Rapids.  
 John H. Moore, Muskegon, Mich.



GEORGE S. WILKINSON, GRAND RAPIDS, MICH.

toms and usages of the trade in London and the United Kingdom generally. It must also be remembered that in the adjustment of claims and disputes both parties will insist upon having a 'say' in the matter."

"Words pregnant with truth and equity, but how far they will appeal to persons perched upon the Statue of Liberty stargazing, is indeed a moot point.

"To English eyes, to read the exordium of a chairman urging members to get a proper value for their lumber, is almost sufficient to make 'one rub one's eyes,' especially if one considers the prices which have to be paid to secure anything which is wanted.

"We think that most of the American lumbermen are fully alive to the value of any lumber they may have for sale, and if the present prices are not remunerative, the fact does not arise from not knowing what to ask for it, or how to manipulate the grades. In the past what splendid charity dispensers the American lumbermen have been to us.

"Grading with some Americans has become a fine art, and if not intended to mislead, it can only be thought to be intended to mystify rather than to guide.

"We had hoped that the N. H. L. E. A. would have proved more amenable to the reasonable considerations we urged, but their action, by sitting *in camera*, proves that for some reason they fear publicity."



# The Story of a Great Gum Manufacturing Concern.

Manufacturing a carload of lumber every forty-five minutes is going some; maintaining this average every working day in the year is still better. When a manufacturer reaches the point where his mill can be depended upon for such an output regularly he has made a valuable contribution to lumber history and he may be congratulated heartily upon his achievement.

To reach this enviable position several things are necessary, the most important of which is system. Timber, equipment, means of transportation, capital and plenty of business ability are necessary to start with, but no plant can be made to turn out an average of a carload of hardwood lumber every forty-five minutes each working day in the year without the application of a thorough business system.

This admirable record is being made every day by the Himmelberger-Harrison Lumber Company of Morehouse, Mo. Here the company has a thoroughly up-to-date plant which must be seen to be fully appreciated. Aside from reducing the actual manufacture of gum lumber to a science the company

has always endeavored to maintain as nearly perfect yard conditions as possible, and it is largely owing to this fact that the perfectly manufactured and dried red gum of the Himmelberger-Harrison Lumber Company is known so favorably.

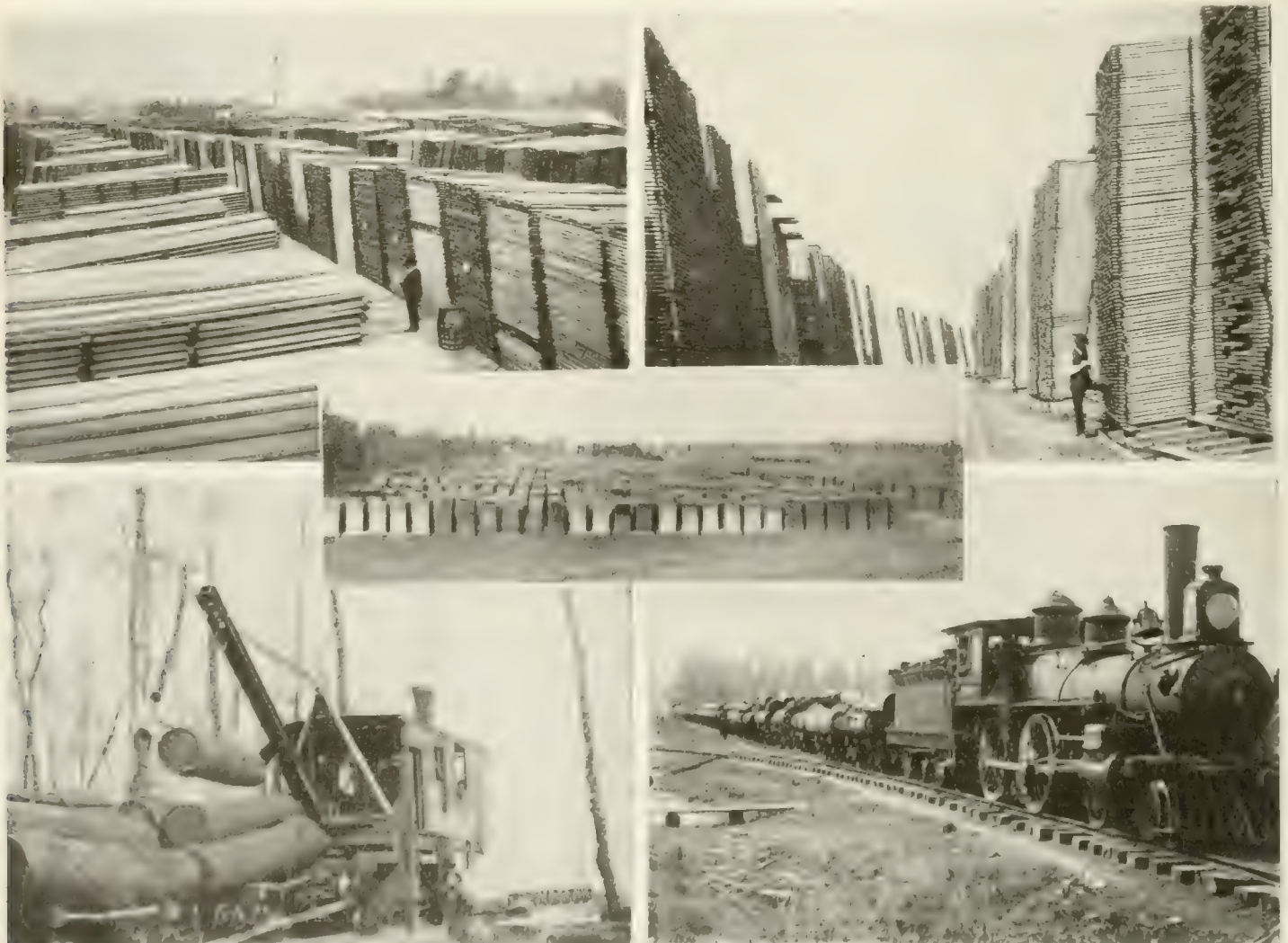
The yards are laid out in squares, and with the special object always in view of obtaining a perfect circulation of air through the lumber. At intervals a hundred-foot plowed space intersects the yard as a fire protection. The grounds are thoroughly equipped with water mains and fire plugs, and a system of stationary nozzle towers is used which almost eliminates the danger of fire. A five-hundred gallon pump is used to maintain water pressure and there is also a special auxiliary pump for additional fire service. By these abundant precautions the danger to the 15,000,000 feet of hardwood lumber which is nearly always to be found on sticks in the company's yards is reduced to a minimum. The yards are on both the Iron Mountain and Frisco railroads, and the extensive system of switches affords excellent facilities for handling the incoming timber

and outgoing manufactured product.

A noticeable feature about the plant is the new mill, known as Mill No. 2. It is a substantial brick and frame structure, equipped with a band saw and band resaw, and turns out an average of 50,000 feet of lumber per day. Mill No. 1 contains one band and one circular saw with a band resaw and has a capacity of 80,000 feet every ten hours. The company also operates a planing mill and two dry kilns. The planing mill is modern in every respect, and is run to its full capacity of 50,000 feet per day to keep up with the constantly increasing demand for gum ceiling, flooring, siding and finish. The dry kilns are operated under the Sturtevant hot blast system and have a combined monthly capacity of about 1,000,000 feet.

The plant is managed under a system similar to the great packing houses of Chicago, the element of waste being practically eliminated. This naturally has been an important factor in the almost phenomenal success achieved by this company.

The plant of the Himmelberger-Harrison



GROWING OF LUMBER BY THE HIMMELBERGER-HARRISON LUMBER COMPANY'S OPERATIONS AT MOREHOUSE, MO.

Lumber Company lies along the banks of Little river at Morehouse, Mo., thirty-five miles west of Cairo. A great deal of timber is floated down this river, but most of the logs come in by rail from the base of the company's timber operations about twenty-five miles distant. They are unloaded at Morehouse into the river and are handled mechanically by a series of unique devices. About 400 men are employed at the Morehouse plant the year round.

The logging end of the business is in immediate charge of a veteran timber expert. The main logging camps are located on a timber property of 83,000 acres in New Madrid county about twenty miles south of Morehouse. In addition to this, the company owns 27,000 acres in Stoddard county, and has also a southern property of 22,000 acres in Richland parish, Louisiana. The average stumpage on the company's holdings is 6,000 feet to the acre, eighty per cent of which is red gum. To reach its timber the company originally built a logging road from Morehouse to the southern boundary of its holdings. This was later incorporated into the St. Louis & Gulf Branch of the Frisco System. The logging trains of the company operate over this road and are given a place on the Frisco's regular train schedule.

The concern owns five first-class locomotives and 150 logging cars which it operates over about thirty-five miles of the Gulf road. Three branches of tramways, each four and a half miles long, are now in use, and another, three miles long, is under construction. In the woods the company operates its own steam loaders, three in number, and a Lidgerwood skidding machine. Sixty-five loads of logs are brought daily to the mills, each car containing about 2,000 feet. The actual logging in the woods is done by contract, and about two hundred men are engaged in cutting and handling the timber. The logging is done chiefly with cattle, fifty-four ox-teams being employed in this work.

For twenty-five years this concern has been the leading red gum producer of the country, and the following tabulation will show to what extent its business in this wood has grown:

	Feet.
Cut during 1905	30,506,041
Shipped during 1905	39,671,801
Stock on hand Jan. 1, 1906	14,531,112

During these twenty-five years the use of red gum has developed until today the wood is used for a great variety of purposes—agricultural implements, buggy body work, boxes, brushes and chairs; also in factories manufacturing dowels, cigar boxes, curtain poles, cars, desks, all grades of furniture, mop handles, mantels, office fixtures, pianos and organs, porch columns, picture moulding, refrigerators, screen-doors, ships, sash and doors, showcases, woodenware, washing machines, wagons, wheelbarrows, wood novelties, pulley facings, coffins and paving blocks.

For the benefit of the lumber buyers and other members of the traveling fraternity

whose business calls them to Morehouse, the Himmelberger-Harrison Lumber Company has erected and opened a fine three-story brick hotel in that city. This building is finished throughout in the company's specialty—St. Francis Basin red gum. Any one who is at all skeptical as to the practicability and beauty of this wood for interior finish can do no better than to take a trip to Morehouse and stop at the Forest Hotel.

The story of the Himmelberger-Harrison Lumber Company's march of progress is an interesting one. It is a story of man's ingenuity in overcoming the obstacles of nature, of draining practically worthless lands, and building upon them a great and profitable business.

For twenty-five years this company has been at work reclaiming its lands, which are now drained by a network of dredged ditches, the total length of which is nearly

500 miles. As the timber is cleared off section by section the land is sold to farmers, and the day is not far distant when south-east Missouri will be one of the most fertile and productive farming sections in the world, as a result of the far-sighted policy of the Himmelberger-Harrison Lumber Company.

Referring to the group of illustrations accompanying this article: The two upper pictures are views in Yard No. 1; the small center one a birdseye view of Yard No. 2, and the remaining two are scenes in the woods, loading with a Decker loader and a great log train en route to the company's mills respectively. This brief sketch with the accompanying illustrations will give some idea of the achievements and aims of the Himmelberger-Harrison Lumber Company, probably the greatest gum manufacturing concern in the world.

## Suggestions to Small Sawmill Men.

### FOURTH PAPER

The discussion of when and when not to install a log turner naturally leads to the appliances used for turning logs on the carriage—of the different kinds, of how they are installed, and what advantages they offer. For use in small mills there are two types of power log-turners, the overhead jack or crab, and the nigger working from below. There are various shapes of blocks and adjustable knees that may be made use of in connection with skids of the log deck to facilitate the turning of logs to the sawyer and boosting them back on the carriage again. The overhead jack and the skid devices are things that must be used now and then, and they are very handy; but the favorite log-turner with all classes of mill men is the nigger, because it reduces the manual labor required in this work to a minimum and its lever it always within convenient reach of the sawyer. In fact, the nigger is such a strong favorite that even when mills are put flat on the ground the operators not infrequently dig a pit for the nigger.

It is the friction nigger that the small and medium-sized sawmill man turns to persistently to help roll logs, and this simple bit of mechanism is so widely known and generally used that one might think there is nothing in connection with it that needs discussion. Still, there may be. There is a right, and frequently several wrong ways, to construct and operate even the simplest mechanical devices, and the friction nigger is no exception to this rule. The most common error that mill men fall into in connection with putting in the nigger is to set it too far back in the log deck; that is, too far away from the sawyer. The nigger should ordinarily be set so as to strike a log midway between the ends, but that does not mean that it should be set in the middle of the length of the log deck end of the carriage

track. This idea would seem to be prevalent, however, as the majority of niggers are set too far back, and the sawyer wastes much time running the carriage back and forth. With six feet of space between the front end of the husk frame and the first skid, and the skids four feet apart, the place for the nigger is between the second and third skid, or, in other words, between four and eight feet back from the sawyer's skid. And it is better four than eight. Let us turn for a moment to a consideration of how the average friction nigger is set up and operated.

Most of the older types were driven direct from the engine shaft, usually the shaft having a small, straight-faced iron pulley on the outer end and the spool having a wood or paper friction pulley and being mounted directly under the engine shaft with a swinging bridge tree on a heavy bar lever connected to the sawyer's nigger lever with a series of light iron rods. Some of these older types have worked well and are giving good service today; some have worked differently, and some have been a nuisance. They may all seem to have been erected practically alike, but there are small differences that count a great deal even in the operation of the nigger. Sometimes the paper or wooden friction wheel on the spool is made too small, giving the nigger too much speed and robbing it of so much of its power that it becomes what, in the language of the mill man, is called a pole-turner instead of a log-turner. On the other hand, where the friction wheel on the spool is made larger to reduce the speed and give power, the effect may be good so far as turning logs is concerned, but not infrequently the nigger is so slow starting and descending and freeing itself from the log that it wastes time for the mill. Again, at times effort is made to overcome this slow return by putting additional weight on the nigger, and the result is that



it comes promptly, but the impetus given the spool by this additional weight causes it to jump the chain again with its own momentum, making the nigger pump, and the effect of this is sometimes a broken head bolt. Thus it is evident this simple bit of sawmill mechanism is really not as simple as it looks, if anything like success is to be had with it. By this time it is probably realized thoroughly that the best plan in the operation of a friction nigger is to have the spool set up at the base of the nigger and act on this local friction, jerk from the most convenient point, because this does away with the heavy line of chain and iron rods and gives both action and strength without much waste of time. This, however, is not always practicable, and since there must be a few of the old types with a long reach of chain and rods between the nigger and the engine, it is necessary to study ways and means to get the best possible service out of them. One thing more before passing: Flange wheels should not be made longer than from the nigger to the engine shaft. Sometimes a line shaft is put back of the engine to drive an edger or cut-off saw and the nigger spool is carried on back to that. This is a mistake. It would be better to set up a jack shaft and belt from the line shaft forward again, even though it is necessary to stop somewhere in the neighborhood of the engine.

One of the best things to do with the driving gear of an old type nigger, if there is any possible way of accomplishing it, is to reverse the order of things with the friction, and instead of having an iron pulley on the end of the engine shaft, get a paper friction there and put a heavy rimmed iron pulley on the winding spool. By this means the weight of the spool pulley can be materially reduced from what it ordinarily is when made up solid of either wood or paper between heavy cast flanges, for an iron pulley with arms may be used. With this change it will not take so much weight in the nigger bar to enable it to recede promptly and there will not be so much momentum from unwinding to jump it up again. When this change is made and the action of the spool lightened up as much as possible consistent with strength and positive action, attention may be turned to the connection between the spool and the nigger. This is generally made up of a section of chain at the nigger end to work over the sheave in hoisting and another section at the other end to wind on the spool, with an intervening space made up of rods of iron in sections of from four to eight feet connected together by turning eye rods. The eyes are better and the shorter lengths are better, and where there are hooks it is generally necessary to protect them by fitting the links over the hook to keep them from opening out. Connect the line up as short as possible, because every inch of slack means lost time, and then after it has been coupled a support should be put under it in the form

of a trough, or a support of some kind to keep it from sagging. This may seem a trivial matter, and because of its apparent insignificance many people neglect it, and yet it is one of the most important features in connection with the successful operation of a friction nigger driven from the engine shaft. It is a little difficult to point out in detail just how it improves the situation to have the line of rods and chain supported in a trough, but the past experience of the writer has demonstrated its importance. Niggers that had never given a fair degree of satisfaction have, by careful attention to this point, been brought to the point of excellence.

It is in order before leaving this subject to remark that there is room for the steam nigger to play an important part in the equipment of small and medium size mills, and the future will probably see the replacing of many friction niggers with a simple form of steam nigger. It is not likely that the mills of this class will ever take to two-cylinder steam niggers very extensively, but there are already some single-

cylinder niggers on the market that offer possibilities both in simplicity and efficiency for use instead of friction niggers. The steam nigger is the ideal thing if it can be simplified and adapted to the needs of the smaller mill men, and there is room for those of an inventive turn of mind among the trade to get in some useful work along this line. The single-cylinder with the friction type or beveled nigger mounted on top promises to fill a certain part of the want, and probably a very large part, but there will be felt a need for other types, especially where mills are either directly on the ground or only lifted a few feet, as is frequently the case in hillside settings. If the length could be reduced in some way by putting the cylinder on the same footing as the nigger, or by putting it in any position in the vicinity of the nigger, connecting it by chain and sheave, it would help out considerably in the equipment of the "ground hog" mill, and it is along the line of devising ways and means for this purpose that there is room for the work of an inventive genius.

## Hardwood Wheels.

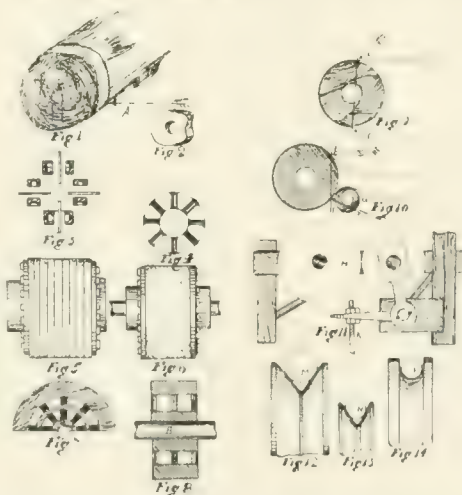
Although this is an age of iron and steel, the hardwood wheel is an important factor in the transmission of power in industrial establishments. Not so very many years ago hardwood wheels were constructed from miscellaneous, poorly-seasoned stock, entirely lacking the principles of design needed to meet the requirements of high speed and heavy strain of modern machinery. They were built by inexperienced workmen, the

manufacturers use crab-tree wood and horn beam with good results.

In the shops in this country there are several different processes of constructing wood wheels in use. The wheel built up in sections, with the parts evenly and neatly glued or fastened together by means of pegs, is the most popular. Occasionally wheels are cut from the solid logs, as in Fig. 1, the disk being cut off at the arrow A. It is then bored, as shown in Fig. 2, and the whole piece is turned to form. Were it possible to season a log of wood thoroughly, this plan would be an excellent one. As it is wheels thus made are not extensively used as they warp badly in time.

Hardwood wheels are often made in quarters, as in Fig. 3, the sections fastened together by means of strong bolts. Fig. 4 shows another design of wood wheel frequently employed. The rims may be made in sections or in a solid piece as desired, and the spokes accurately fitted into the hub of wood, the plan being very similar to the design of the common form of wheel. Of course, almost all wood wheels are made with the idea of clamping them to shafting, and they are exceedingly convenient. Since the successful introduction of wood wheels in recent years practically all manufacturing establishments carry an assortment of them in their "extras" department, so as to have wood pulleys of different sizes to quickly clamp upon a shaft in cases of emergency. This saves uncoupling the shafting to adjust a wheel.

Fig. 5 illustrates the disk method of constructing a wood wheel. The process is used in some shops when a wood face is required for an iron flange combination for the shaft. The metal flanges are arranged



surfaces were often uneven and belts were kept in place only by means of side guides; cracks and depressions in the wheel surfaces destroyed the belting quickly, and they were thus very unsatisfactory. The modern system of constructing hardwood wheels is very different. Practically all the hardwoods which possess toughness of fiber, even grain and elasticity are used. In foreign countries boxwood, lignum vitae and mahogany comprise the list most frequently employed. In America not only these woods, but locust, ash, birch, elm, hickory, etc. are used. Some European

for keying or setscrewing to the shafting. In this case the wheel is not clamped, and it is necessary to open a coupling of the shafting to take off or put on a wheel. The wood disks are shaped to fit into the sides of the flanges. The latter close in tight under pressure of the bolts. Then comes the final turning of the surface, and the wheel is ready for use. Not infrequently a solid body of wood is used in place of sections, as is shown in Fig. 6.

A very strong style of wood pulley is manufactured on the plan shown in Fig. 7. The additional supporting circular piece inside the rim strengthens the spokes. Then there are triple spoke wheels in use, such as that exhibited in Fig. 8. Here is shown the shaft B and the three spokes extending from the hub to the rim.

The manufacture of wood pulleys is understood more thoroughly now than even ten years ago. I remember many trials with wood wheels in my early mill life. In one instance a wood pulley was adjusted to do certain work in connection with operating a fulling machine in a textile mill. The wheel and belt were adjusted as in Fig. 9, the belt having a surface contact from the point C around to D. Great annoyance was occasioned by the constant shifting of the belt, and of course it was said that the wood wheel was no good. Finally one of the men who knew his business suggested that the belt be slacked up, and he put up a guide wheel, as at G, Fig. 10. The result was that the wheel thus gained a surface contact from E to

F, the belt slipped no more, and complete satisfaction was obtained.

Fig. 11 shows a mode of obtaining frictional contact of surfaces of hardwood wheels. The wheels H and I are adjusted in journals fastened to the frame of the work, as shown. A lever is bolted as at J to the wheel I. This lever is furnished with a drop rod K, which is either weighted or is drawn to proper point by a spring arrangement. The more pressure exerted on the lever the harder the frictional contact. Frictional rolls of wood, metal or compressed paper pulp are used only in special instances, and not many are to be found.

There is a remarkably good demand for grooved hardwood wheels of all kinds such as are shown in the remaining figures. Rope power and transmission systems have been very extensively introduced in recent years; considerable exterior work in mines, brick yards, etc., is now done by the cable transmission method, all of which calls for the use of grooved wheels. Formerly the grooves were cut to coincide with the shape of the cable, but this did not work well as the cable could get no positive grip and would slip. Then V-shaped grooves were introduced, as in Fig. 12, which affords the cable M a secure grip by being forced between the tapering sides of the groove. Sometimes the base of the groove is expanded a little to make a wider seat for the cable, as at N, Fig. 13. Wheels are also grooved with a round base and square side so that the cable rests as P, Fig. 14.

— OBSERVER.

## Hardwood Belt Clamps.

To operators of small mills in the country the knowledge of how to construct belt-clamps that will give satisfaction will readily be conceded to be of great value. To such this article, exhibiting and explaining the construction of various types of belt-clamps, some made by the writer in the course of his experience which are simple yet practical, and others, more complicated but suited to particular needs, seen in use in various shops, will doubtless prove interesting. There are also portrayed some of the regulation kind, obtainable at most belting establishments.

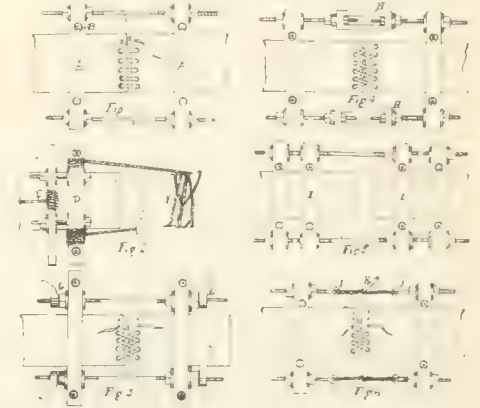
It often happens that the carpenter or machinist of the shop, although unskilled in such work, is called upon to make a belt-clamp or to design one to be made at the nearest woodworking place. Several patterns of clamps are in use, although they are all made on practically the same principle. The simplest form is exhibited in Fig. 1. Common pine, although not as desirable as hardwoods, can be utilized to good advantage for these clamps, providing that the wood is heavy enough to afford a secure grip on the belt when the nuts of the clamping bolts are screwed down. Wood which is very elastic should be avoided, as the portion where the friction tightening on the leather is needed most is liable to expand outward enough to

permit the belt to slip. Clamps are sometimes carelessly constructed so that the pieces of wood taper just enough to prevent the two surfaces from clamping flatly and firmly upon the belt. As friction contact is relied upon to hold the belt, it is essential that perfectly smooth and even surfaces be presented for clamping. Another disturbing feature is found in many badly made clamps, in which the threads of the clamping bolts are not cut far enough back on the bolts, with the result that the belt slips constantly because the nuts cannot be turned down sufficiently close to make the necessary pressure on the wood clamps to hold the belting. This is often remedied by packing strips of leather between the clamping pieces and the belt surface, but this is a crude scheme and not at all satisfactory.

It is essential that the two ends of the belt be held firmly and evenly for lacing. If the belt is small, say from two to four inches wide, no clamp is really necessary, as the ends can be held together by the hands quite easily. But belts from four to twelve or more inches in width require means of support while being laced. It is best to lace heavy belts while on the wheels, and then they can be drawn up to the right tension by means of the drawing rods and

laced in the position in which they will run. Most clamps are made with this idea in view.

Referring to the simple plan of clamp shown in Fig. 1 it will be seen that it consists of two pieces on either side of the belt, A. A. Three by two inch stick is usually used for these parts, which should be planed even. Next, the best plan to follow is to bore through both pieces at one time for the clamping bolts, as at B. Ordinary iron bolts with washers will do very well. The two pieces are now ready to be bolted together and placed in the vise to be bored for the clamping rods, C. C. These rods run from five-eighths to an inch and a quarter in diameter, according to the size of the clamp. The hole for the rod is bored through the juncture of the two pieces at a point about three inches from the end as shown. In this device the clamp is controlled by turning the nuts on the rods on either side of the clamping-pieces. Fig. 2 shows a model of another style of belt-clamp, not a very convenient one, as it is necessary to grip one end of the belt with the rope, as at F. The part D is of the usual design of



clamp and is bolted to place on the belt. Another section of wood is fastened to this piece by bolts, and a rope E is secured to it. This rope extends to a hook in the wall and serves to steady the belt while it is being laced. It is not possible to hold the ends of the belt even and steady when a rope is used on one side as in this case.

A much better device is illustrated in Fig. 3. The construction of the wood-clamps is the same as in Fig. 1. Instead of nuts for tightening and releasing the clamping-rods, hand-screws, G, G, are employed, thus obviating the use of a monkey-wrench. Sometimes neither nuts nor hand-screws are employed for opening and expanding the clamping-rods of the belt-clamp, and link pattern tighteners, as represented at H, H, Fig. 4, are used. This makes it necessary to have the clamping-rods made in two sections for each side. The ends are adjusted in the holes in the clamp ends and here fixed permanently with nuts on either side. The manipulating of the clamp is accomplished entirely by turning the links H, H, as these are threaded right to left, to correspond with the right and left threads of the rods.

A good belt-clamp for special use, as in dye houses, bleacheries, laundries, etc.,



where there is considerable steam and moisture, is that constructed on the double clamping plan, as shown in Fig. 5. This involves the application of the additional section of clamps for both ends, as at I, I. The clamping-rods must be made a few inches longer to accommodate the added clamps. The increased clamping force affords a very strong hold necessary in the slippery belt. Fig. 6 exhibits the rope

method of drawing up the clamps. The clamps proper are made as usual, but the rods are each formed to a ring at the inner ends, and the rope on either side passes through these rings, as at J, J. Then a hardwood stick, K, is passed between the double rope, and in twisting the ropes, by turning the stick, the clamps can be drawn inward and the belt ends held during the lacing.

## News Miscellany.

### A Practical Flooring Scraper.

Cobbs & Mitchell, Inc., Cadillac, Mich., are doubtless as expert manufacturers of hardwood flooring as there are in the country. The character of their maple, beech and birch lumber, combined with their variety of beautiful grain, markings, density and color seem to adapt them perfectly to the requirements of modern hardwood floors. After years of careful study, observation and experience this famous flooring manufacturer has found that it is a physical impossibility to saw, season, dry kiln and mill even high-class hardwood to that point of accuracy where it can be satisfactorily laid in a floor without a subsequent finishing process. They have demonstrated that, to achieve the best results in a hardwood floor, after the strips are accurately nailed in place, the floor must be scraped, to establish a perfect surface. Up to this time there has been no appliance which would accomplish this without a vast deal of hard and disagreeable work with the plane and hand scraper.

After prolonged investigation and experiment, through its experts, Cobbs & Mitchell, Inc., have invented and placed on the market a tool which they designate as the Electric floor scraper. Although this tool was patented October 20, 1903, it has just been brought to a point of perfection where the manufacturers deem it wise to place it upon the market with their guarantee of worth and efficiency upon it. An illustration of the scraper accompanies this article.

Incidentally, the necessity of scraping floors after they are laid does not exist when flooring is to be used for ordinary purposes, such as factory or store floors, but when a perfectly smooth, polished surface is desired for waxing or varnishing, the work of the best manufacturer must be supplemented by the floor layer. This is necessary for three reasons: first, the varying density of the wood, some pieces being more flintlike than others will resist to a greater degree the pressure of the rolls and the cut of the knives, and from such pieces a little more of the wood must be cut; second, milling hardwood flooring is extremely heavy work, and while the machines are adjusted with the least possible play, there must be sufficient to prevent the heating and binding of the bearings which

would result from an absolutely tight adjustment; third, flooring which matches perfectly when delivered from the machines may absorb a little moisture before it is laid, some pieces more than others from the different density of the wood, and thus cause slight unevenness in the surface of the floor.

It is alleged of the Electric floor scraper that its work is superior to "dubbing" with smoothing planes and hand scrapers because the strokes are longer and the surface is left more even. Its use effects an economy. The inventor states: "I know from actual experience that two men can do more and better work with this scraper than four men can with smoothing planes and hand scrapers, and besides can produce a perfectly smooth and level surface without waves or plane marks, ready for the finishers."

The price of the Electric floor scraper is \$15. Additional information and directions for use can be obtained from the manufacturers, Cobbs & Mitchell, Inc., Cadillac, Mich.

### Car Stake Conference.

The adjourned meeting of the joint sub-committees of the National Wholesale Lumber Dealers' Association and the railroad interests, which originally held a meeting on the subject of selecting a practical car stake and to effect an agreement concerning its use, at Washington, March 9, resumed its session in Chicago on Thursday, March 22. On behalf of the association were present F. R. Babcock of E. V. Babcock & Co., Pittsburg; J. L. Kendall of the H. C. Huston Lumber Company, Pittsburg; L. L. Barth of the Edward Hines Lumber Company, Chicago; several representatives of the railroads were present. The conference was held at the Union League Club. The joint committee took into account the various appliances presented by several inventors for equipping cars with permanent stakes, which were adaptable to the loading of lumber. The committee, so far as can be learned from the details leaking out of an executive session, failed to reach a conclusion regarding any of the devices presented. However, the sub-committee agreed to recommend to the full committee three plans for equipping flat cars, the full committee to select one of them for a test. It also recommended a plan for fitting out gondola cars, which the committee will also test. It is said that the full committee may decide to select for trial several of the devices submitted. It is announced that the full committee will meet in conference within two or three weeks.

During the afternoon L. L. Barth took the party in carriages to the yards of the Edward Hines Lumber Company, where numerous cars were being loaded. There they had an opportunity to witness a practical demonstration of the various methods now employed in staking cars and also the faults and weaknesses of the present system.

### Big Fire at Bristol, Va.

On March 16 the big sawmill, planing mill, box factory and other property belonging to James A. Wilkinson of Bristol, Va., were destroyed by fire, and where but a few days ago was one of that city's biggest industries there

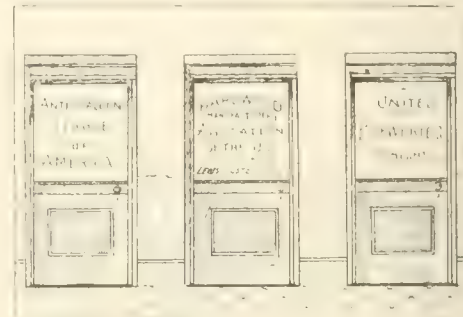
is now a mass of debris and a chaos of thousands of dollars' worth of twisted machinery. Mr. Wilkinson's loss will aggregate, according to estimates, \$75,000, with only \$12,000 insurance.

The fire spread to the lumber yards of the Adams Bros. Company, Inc., adjacent, and before the firemen could check its course a loss of about \$15,000, fully covered by insurance, was sustained by this company.

Mr. Wilkinson was in Europe at the time of the fire and was immediately communicated with by cable. He sailed March 17, and until his arrival it will not be decided whether the plant will be rebuilt or not. Mr. Wilkinson is a heavy exporter and has been sending representatives abroad to look after his interests every year, and this year decided to make his first trip to the European lumber centers.

### Evidence of Impartiality.

Lewis Foster, secretary of the Hardwood Manufacturers' Association of the United States, insists that the organization with which he is allied is conducted on lines of absolute impartiality. All members are treated alike; all inspections are made by competent and disinterested inspectors; and dues are collected in pro-



portion to members' output. It will only be necessary for the casual observer to call on Mr. Foster at the new headquarters of the association on the fifteenth floor of the First National Bank building, Chicago, to find a new exemplification of this policy of impartiality. The little sketch herewith shown illustrates the point most forcibly, for on one side of the secretary's office entrance is the office of the Anti-Saloon League of America, while on the other side is that of the United Breweries Company.

### Flooring Combine.

In consequence of having done business at a loss for several years, by reason of increased timber prices, higher wages, taxes and insurance rates, German manufacturers of parquet flooring have decided to combine in order to place that branch of trade on a more favorable basis. A meeting was held in Berlin in January, at which it was decided to form an incorporated company. The main office of the corporation is in Berlin, and branches will be maintained in Munich and Frankfurt. Seventy per cent of the manufacturers have joined the organization, and it is thought that the rest will soon follow. One of the regulations is that manufacturers shall sell their product to traders only at a fixed minimum rate, and not to outside parties.

### New Orleans Lumber Exporters' Association.

At the first regular meeting of the New Orleans Lumber Exporters' Association, held March 12, a board of directors consisting of seven members was elected, as follows: J. S. Hinton, president; S. J. Sutherland, vice president; Ludwig Haymann, secretary-treasurer; W. A. Powell, J. H. Gomilla, Fred Muller and F. F. Spencer.

For the purpose of a division of the work the officers and board of directors were divided into four committees—a railroad committee, maritime committee, arbitration and complaint committee and grading committee. It was also decided to employ a paid secretary.



### Tug River Lumber Company Purchase.

The Tug River Lumber Company, which recently moved its offices from Bluefield, W. Va., to Bristol, Tenn., has just purchased from J. B. Adams of Tazewell a large tract of timberland in southwestern Virginia, estimated to cut 20,000,000 feet of merchantable lumber. The company will soon commence the construction of two large band mills and will manufacture the stock as rapidly as possible. Three hundred men will be engaged in operations, and it is estimated that several years will be required to exhaust the supply of timber.

### New Cypress Company.

The Hayes Cypress & Lumber Company has been incorporated at Hayes, La., to succeed the Dearborn Cypress Company. B. M. Talbot of Gibson, La., is president; Jesse Thom, vice president, and W. J. Duhing of Houston, secretary and treasurer. The company is capitalized at \$50,000. Its general offices will be at Hayes, La. The mill has a daily capacity of 50,000 feet of cypress, 50,000 shingles and 25,000 lath. It is located about twenty miles from Lake Charles.

### Southern Timber Deal.

Wm. St. James of St. Ignace, Mich., has recently purchased a tract of cypress, gum and oak timber, estimated at 29,000,000 feet, near Crawfordville, Ark. His company, which is a branch of the Standard Tie Company of Detroit, is now building a mill at Crawfordville to manufacture this timber into lumber.

### Miscellaneous Notes.

R. E. Templeton of Cameron, Wis., is about to move his handle factory to Bemidji, Minn.

A bill to establish a state forestry department has been favorably reported upon in the Ohio legislature.

The Kendallville Chair Manufacturing Company of Peru, Ind., has commenced extensive improvements.

The Peshtigo Lumber Company of Marinette, Wis., is loading hardwood which has been stored in its lumber yards and shipping it to Chicago.

Parker & Barnes, who recently erected a plant at Parkers, N. Y., for the manufacture of broom handles, shipped their first carload of 50,000 handles last week.

Brooks Brothers of St. Paul, Minn., will

shortly invest \$20,000 in a new factory building and dry kiln. This concern manufactures sash, doors and lumber.

The sawmill of the Northern Lumber Company of Birch, Minn., is expected to be in operation by March 15, and will have a capacity of about 80,000 feet of hardwood.

The Hoosier Manufacturing Company will soon commence extensive improvements and additions to its already large plant at Newcastle, Ind. Two large two-story brick buildings will be erected.

The Mechanical Dividend Ten Pin Company has been incorporated at Camden, N. J., capitalized at \$125,000. The incorporators are L. M. Gilbert, H. J. Steiner, S. G. Wilson and W. B. Wolcott.

Articles of incorporation of the Faust Brothers Lumber Company of Paducah, Ky., were filed recently. The new concern is to do a general hardwood lumber business, and is capitalized at \$25,000.

The Illinois Cabinet Company of Rockford, Ill., has been incorporated with a capital of \$10,000, to manufacture in lumber and iron. K. E. Knutson, L. Barkman and John P. Lundell are the incorporators.

The High Point Hardwood Manufacturing Company of High Point, N. C., is making an addition to its plant and adding new and improved machinery, which will place it in the front rank of like industries.

The Belmont Casket & Furniture Manufacturing Company, of Bellaire, W. Va., which recently took over the plant of the Federal Company at Shadyside, is getting its affairs in shape for an early resumption of operations.

The Green Bay, Oshkosh, Madison & Southwestern, a line which has been projected to open up immense hardwood holdings in northeastern Wisconsin, has let a contract for 6,000 tons of steel rails for this season's delivery.

Fred and O. R. Clarke, president and secretary-treasurer of the Alert Handle Company of Okolona, Miss., have sold their interests in that concern to a stock company, with a capital of \$5,000. The name has been changed to the Alert Handle Company, Inc., and the officers are as follows: D. W. McCarty, president; Walter Smith, vice president; D. H. Shell, secretary and treasurer; H. F. Clarke, general manager. The entire output for the next four years is sold.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, returned from a three weeks' eastern and southern trip on Friday, and will now spend some days at the association headquarters in the First National Building, this city.

Cards have been received at this office announcing the marriage of Miss Edna Rhea Taylor of Kalamazoo, Mich., to Royden Albert K. Rothermel, advertising manager of the Coe Manufacturing Company, Painesville, O., which took place at the former city March 14. Mr. and Mrs. Rothermel will be at home after May 1, at Painesville, O. The HARDWOOD RECORD tenders its congratulations.

H. E. Bacon, treasurer and manager of the Bacon-Nolan Hardwood Company of Memphis, was a Chicago visitor last week, and a welcome caller at this office.

W. A. Davis, the well-known hardwood wholesaler, has removed his offices from 1612 Marquette building to more commodious quarters at 1001 and 1002 in the same big office structure. Mr. Davis maintains branch offices at both Paducah, Ky., and Memphis, Tenn. He reports a handsome accretion of business during the past few months.

The announcement is made that the firm of Richmond, Slimmer & Co., with offices and yards at 65 West Twenty-second street, has been dissolved, Park Richmond retiring. The remaining partners will conduct the business under the firm name of J. Slimmer & Co. Mr. Richmond has not yet taken up any new business venture, but it goes without saying that he soon will again be in the harness in the hardwood trade.

W. E. Barrett of W. E. Barrett & Co., Stock Exchange, is again making a Pacific coast trip, and is expected home about April 1.

C. L. Willey, the big fancy wood and veneer manufacturer of this city, is at Memphis for a few days. Mr. Willey has recently purchased fifteen acres in that city for a mill site, and will soon commence the erection of a double band sawmill, which will be stocked with logs from his hardwood timber holdings in that vicinity. Part of the output will be lumber and the remainder oak fitches with which to supply his Chicago veneer mill.

A. J. McCausland, manager of the hardwood department of W. E. Kelley & Co., was in town a few days last week on one of his periodical trips to the company's general offices in this city.

Robt. F. Whitmer of Wm. Whitmer & Sons, Inc., Philadelphia, was a Chicago visitor last week.

Other Chicago visitors during the last few days were Earl Palmer, Paducah, Ky., president of the National Hardwood Lumber Association; Frank F. Fish of Indianapolis, Ind., secretary of the same organization; D. F. Clark of Minneapolis, Minn.; W. H. Russe and J. W. Thompson of Memphis, Tenn.; W. W. Knight of Indianapolis, Ind., and J. V. Stimson of Huntington, Ind.

It may be of interest to note that the Southern Cypress Manufacturers' Association, at its meeting on March 1, adopted a set of inspection rules for tupelo or bay poplar. The HARDWOOD RECORD will refrain from publishing these rules until they have been passed upon by the large hardwood associations, as without their endorsement they can scarcely be recognized as standard rules of inspection for a wood that is fast coming into general use.

### Boston.

The New Hampshire Lumbermen's Association held its annual meeting at Manchester, N. H., March 15. The principal matter taken up at this meeting was the stake and wire question. A committee composed of Warren C. Tripp, James B. Tennant, Hiram A. Tuttle, was appointed to meet with the officials of the Boston & Maine Railroad relative to this question. The following officers were elected: Warren C. Tripp, president; John Walker, vice president; F. E. Parker,

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

The Southern Oak Lumber Company, now located at 707 Chamber of Commerce building, will remove May 1 to larger and more attractive quarters in suite 910, now occupied by the John O'Brien Land & Lumber Company, in the same big office building. The Southern Oak Lumber Company has recently leased between four and five acres of ground in North Memphis, on the main line of the Illinois Central, and opposite the driving park, upon which it will erect large storage sheds and convert the property into an assembly ground for the various stocks of hardwood it owns in the vicinity of Memphis. It will continue its Memphis office in charge of S. S. Ford at 1217 Tennessee Trust building.

The John O'Brien Land & Lumber Company has leased the old Arthur Gourley pine yard on Ladin street, south of Twenty-second, and will convert it into a hardwood yard for the handling of both northern and southern woods. This yard has a frontage on the South branch, of 500 feet, and a depth of 300 feet. On May 1 it will remove its offices from the Chamber of Commerce building to the yard.

On May 1 the Heath, Witbeck Company will remove its general offices from its yard to the Willoughby building, corner of Madison street and Michigan avenue.

Ben C. Keator, formerly of the firm of Fair & Keator, Pittsburg, Pa., has established him-

self in the wholesale hardwood trade in Chicago, with offices in the Monadnock building.

Miller Brothers, the hardwood wholesalers of Twenty-second street and Centre avenue, have transferred their general office from the yards to the Willoughby building, Madison street and Michigan avenue.

In explanation of the portrait of Carroll P. Sweet, president of the Grand Rapids Lumbermen's Association, printed in connection with a report of the Grand Rapids meeting last week, it is only fair to Mr. Sweet to state that he is not as funny as he looks. The camera was snapped on him just as Toastmaster Bundy called particular attention to his manly figure and personal pulchritude.

The Veneer Marketing Company of Chicago has been incorporated with a capital of \$30,000, by Elmer H. Adams, A. F. Piper and M. L. Rosenbom. The company will manufacture hardwood veneers.

W. E. Kelley & Co. on May 1 will remove their office from the Chamber of Commerce building to handsomer and more commodious quarters on the second floor, over the Michigan avenue entrance of the Railway Exchange.

Benjamin N. Lukens of Carmel, Ind., notifies the HARDWOOD RECORD that he has purchased the sawmill and business of the Donner Lumber Company, Greencastle, Ind., and has taken up his permanent residence there.



C. A. Roby, treasurer, directors J. B. M. Reed, T. F. Clark, Samuel Folker and Charles H. Holmes.

The Rhode Island Lumber Dealers' Association held a meeting and banquet at the Hotel Washington, Providence, Wednesday evening, March 14. Several Boston lumbermen attended the banquet.

J. W. Chick and Charles H. Holmes have formed a partnership under the style of Chick & Holmes and will conduct a lumber business in Revere, Mass. Mr. Chick for twenty years was associated with the late Theodore H. Buck in Chelsea and Mr. Holmes was also associated with Mr. Buck for a number of years.

Potter & Gardiner, lumber dealers of Providence, R. I., report that the third attempt was made last week to set fire to their lumber yard.

The secretary of the Lowell Board of Trade reports that he is in receipt of an application from a large wholesale lumber firm which is seeking a location in Lowell. The secretary was not willing to give out any names at present. He states that the company wants about ten acres of level land with good truckage and that if this is found it will carry a large stock of lumber and erect a sawmill on the property.

The Lumber Trade Club of Boston, together with the Massachusetts Wholesale Lumber Association, held a largely attended banquet at the Hotel Brunswick on the evening of March 22. Ladies' night was observed on this occasion and all present agreed that a very pleasant evening was spent. This is the first time that the wives of the lumbermen have been invited to be present at a meeting of this kind.

Baxter D. Whitney, the great machinery manufacturer of Winchendon, Mass., celebrated the sixtieth anniversary of his marriage recently. Mr. Whitney is 88 years of age.

At the annual meeting of the Rice & Lockwood Lumber Company, Springfield, Mass., the following officers were elected: Frank C. Rice, president; W. W. Lockwood, vice president; Walter F. Rice, treasurer; and James W. Hubbard, secretary.

William E. Litchfield, who attended the National Wholesale Lumber Dealers' Association convention at Washington, and went from there on a business trip through the Middle West, has returned.

Frank Lawrence of Lawrence & Wiggin, has returned from a trip to New York and Washington.

W. H. Herbertson, president of the Cheat River Lumber Co., Pittsburg, Pa., was in Boston recently. This was his first trip to this city.

H. C. Philbrick, who had been on an extended southern trip, has returned.

Henry McDowell, the popular salesman for Laver, Peters & Co., is on a trip to the Mediterranean. Mr. McDowell is accompanied by his family.

Representatives of the Bruen Cooperage Company have been visiting Vergennes, Vt., with a view of locating there. If suitable location is found, the company will build a factory, which will employ about 75 men.

#### New York.

Doyle, Thomson & Co. have just opened more commodious quarters at 16 Beaver street. They report business exceedingly satisfactory, and are optimistic as to the future.

Appropos of the financial difficulties of the W. H. Lumber Co., it is noted that a writ of sequestration was filed against it last week, and M. I. St. John was appointed receiver for the assets, which are estimated at \$100,000.

William S. Hofstra, president of the Sea Coast Lumber Co., has returned from a trip to the Standard Export Lumber Company, Ltd., London, England. He reports that the company is doing well. J. F. Lacey, the wealthy timber operator of that city. The company will do an extensive domestic

and export hardwood and pitch pine business.

J. Frank Rodamor, one of the most popular sales representatives of the local district, has joined forces with Christy, Moir & Co., the well known wholesale house of 149 Broadway, as assistant in the selling department throughout the metropolitan district.

The partnership heretofore existing between J. R. T. B. and A. H. Carpenter of Jamaica, L. I., and Robert W. Higbie, the hardwood manufacturer of 45 Broadway, this city, under the style of John R. Carpenter & Co., has been dissolved by the withdrawal of Mr. Higbie, who will devote his undivided attention to his recently acquired Adirondack hardwood operation, comprising 30,000 acres. The other three gentlemen will continue the business at Jamaica under the same style.

S. M. Bloss of the Lyon Cypress Company, Garyville, La., is making a brief business trip to this city, Philadelphia and Boston.

J. B. Langdon, prominent lumber dealer of Rockville Center, L. I., died last week at the age of 73 years.

Robert W. Higbie, hardwood manufacturer of 45 Broadway, accompanied by Mrs. Higbie, sailed from this city on March 16 for a three weeks' trip to the Bermudas.

E. E. Eaton, who looks after the local interests of the W. M. Ritter Lumber Company, is now located in new quarters at 158 West Eighty-first street. He expresses himself as very well satisfied with current hardwood conditions.

Hugh McLean of the Hugh McLean Lumber Company, Buffalo, was in town last week and announced that he has appointed Christopher B. Cox to represent his firm in the local market. Mr. Cox has been associated with the well-known Jersey City house of Vanderbeek & Sons for some time past. Mr. McLean also announced that Ralph E. Bond, who has been associated with the firm in Buffalo, covering the western trade, has been appointed New England representative with headquarters at Springfield, Mass.

Seelay & Levy, hardwood retailers, announce the removal of their business to Park avenue and 170th street, borough of the Bronx.

Sam E. Barr, Fairbairn Building, has secured the entire hardwood output of the Dan Valley Lumber Company of Mount Airy, N. C., approximating about seven million feet of poplar, oak and chestnut, for a year, and will market the stock in connection with his general hardwood business.

#### Philadelphia.

Schofield Brothers are looking orders, last month was one of the best they ever recorded. The splendid volume of business controlled by this company makes more help necessary and they have engaged the services of W. H. Hyatt, formerly with the Gauley Company, Camden-on-Gauley, W. Va., for their Western, W. Va., office, where he will assist in shipping. C. A. Rummels, at present with the Emporium Lumber Company, Galesburg, Pa., will cover the New York and New England territory as salesman for the company, taking up this work April 1. J. H. Schofield left for the South March 18 to spend some weeks looking after the shipments of the firm.

Max L. Pease of the Galloway-Pease Company, Johnson City, Tenn., is spending a week here.

John J. Soble of Soble Brothers has returned from a three weeks' trip in New York state. Soble Brothers are elated over the fact that they have secured a large tract of timber which they are offering to the trade.

Owen M. Butler is out of town juggling up business, and is successful as usual. He will not return before the end of March.

R. W. Wistar of Wistar, Underhill & Co. is making an extensive trip through the South looking after the hardwood contracts of the firm. He will be gone five or six weeks.

C. E. Lloyd, Jr., of the Cherry River Boom & Lumber Company returned March 17 from a trip to the South. The firm had

the hardwood market very active and has no difficulty in selling stock.

Horace G. Hazard & Co. are making preparations for a heavy spring trade. Their yards are well stocked. The company lately acquired an interest in a mill of the West Florida Hardwood Company at Marysville, Fla. E. B. Nettleton, who is also interested, has gone down there to take charge.

Manager Justin Peters of the Pennsylvania Lumbermen's Mutual Fire Insurance Company is much gratified over the continuation of the prosperous conditions in the insurance business. Since the regular statement issued on Jan. 1 business has been constantly increasing. There have been no fires, and he finds the future extremely hopeful.

A meeting of the directors of the Lumbermen's Exchange of Philadelphia was held March 14, and Soble Brothers, J. R. Williams, R. M. Smith & Co., all of the Land Title Building, and M. W. Jones of Germantown were elected to membership in the exchange. The next regular monthly meeting will be held on the first Thursday in April.

J. W. Diffenderfer of the J. W. Diffenderfer Lumber Company is making a business trip to New York. In his absence H. E. Magargel is attending to the constantly increasing business of the firm. The company moved half a million feet of oak in the last fifteen days.

Charles K. Miller of 1520 Brown street, Philadelphia, has been appointed National Hardwood Association inspector for the district of Philadelphia, vice V. G. Talbert, resigned. Mr. Miller is favorably known to the trade here and has had extensive experience as a hardwood inspector, having been employed in that capacity by Geo. W. Stokes & Sons and also in the South. He will assume his duties April 1.

Joseph P. Dunwoody has just returned from a trip through eastern Tennessee. He reports the market in good shape and stocks of hardwood scarce.

Among the visitors to the local trade during the last few days were H. R. Black of the Ross Lumber Company, Jamestown, N. Y.; Charles H. Adams of the Prescott Company, Menominee, Mich.; F. E. Longwell, manager of the Huntsville Lumber Company, Huntsville, Ala.; Arthur C. Wood, president Mutual Lumber Company, New York; A. J. Bond of Bradford, Pa., and Frank B. Lundy of the Williamsport Hardwood Lumber Company, Williamsport, Pa.

Charles H. Thompson of Lewis Thompson & Co. is expected back from Florida towards the end of March.

On the evening of March 13 the Concatenated Order of Hoo-Hoo held a concatenation at the Hotel Walton, Philadelphia, Pa. Eighteen candidates were initiated, and they got all that was coming to them. William D. Gill of Baltimore served in the capacity of Junior Hoo-Hoo and put the candidates through as only William D. Gill can. After the concatenation an "On the Roof" in the shape of a banquet was held, followed by a vaudeville show. This concatenation was voted unanimously the best ever held in Philadelphia or any other city east of the Mississippi River. Philadelphia is making a strong bid for the annual Hoo-Hoo convention of 1907 and expects to land it.

#### Baltimore.

At the monthly meeting of the Baltimore Lumber Exchange, which was held March 5 at the Merchants' Club, the annual dues were raised from \$15 to \$25, and the by-laws will be amended to permit the change. The advocates of the advance argued that the usefulness of the exchange is being constantly augmented, and that the expense of maintaining the institution is heavier than in former years, which justified the change. Other matters discussed included the relations between wholesaler and retailer, it being complained that wholesalers are selling to consumers instead of restricting their business to the retailer. Various other matters were



also disposed of. After the business in hand had been disposed of a fine luncheon was served, and a number of impromptu addresses were made on trade matters.

The R. E. Wood Lumber Company of this city is making rapid progress with the construction of its mill in Cherokee county, North Carolina, and in the Dry Fork section of West Virginia. The Cherokee county plant is so far advanced that operations can be commenced shortly, the capacity of the mill being relatively small because the body of standing timber there is restricted. That in West Virginia is larger, and while most of the material is on the ground, perhaps two months will elapse before the machinery is started up. The company has in view other developments, which will not be undertaken, however, until the railroad construction is sufficiently advanced to make delivery of material certain.

John L. Alcock of John L. Alcock & Co. left rather hurriedly for Asheville, N. C., on Tuesday evening of last week, having received news of the illness of Mrs. Alcock with diphtheria. She was there at the resort nursing one of her children, who was taken with tonsillitis, when she was taken ill.

M. S. Baer of Richard P. Baer & Co. returned recently from a protracted southern trip, in the course of which he visited many mill men, closing contracts for delivery of stocks, and also went to the firm's mill at Mobile. Mr. Baer says he found prices everywhere very high. Between his first visit to Atlanta and his second call there, an interval which did not exceed three weeks, prices had advanced \$3 per 1,000 feet, and he could have obtained that much more for his lumber. He found that the mills were all sold out, with contracts ahead, and competition for stocks most active. Baer & Co.'s mill at Mobile has been shut down for about two weeks pending repairs. A new boiler has been installed, and other changes have been made, which will greatly increase the capacity of the plant.

The death of James W. Knowles, Sr., having dissolved the well-known lumber firm of J. W. Knowles & Son, West Falls avenue, James W. Knowles, Jr., and Edwin W. Knowles, the sons, have formed a partnership under the name of James W. Knowles' Sons, which will be located at the old place and continue the business founded by the father.

The Filippa A. Broadbent Mantel Company, President and Aliceanna streets, has extensively renovated its large place, and has made a number of improvements that will augment the efficiency of the factory.

A large factory is to be erected by S. H. Tinley & Co., manufacturers of doors and sashes, at Rush, Sassafras and Nanticoke streets. The new location affords ample space for the mill building and other structures, and the necessary buildings will be erected as rapidly as possible.

Another sash and door manufacturing concern which has outgrown its present quarters is John C. Scherer & Co. To obtain additional facilities a contract has been awarded for the erection of a three-story warehouse at 813 and 815 Raborg street, in the rear of the present place. The new building will be 28 feet by 70 feet.

### Pittsburg.

Building operation in Pittsburg for the month of February showed a falling off of \$42,000, compared with February, 1905. The total amount of work authorized last month was \$268,885, eighty-eight of the permits being for new buildings. During February, 1905, a few large buildings were authorized, which accounts in part for the loss in the total this year. It is to be noted, however, that building activity in Pittsburg as measured by the permits being taken out daily and by the contracts awarded or figured by architects is not what was expected earlier in the season. The fear of a coal strike has, no doubt, acted as a check upon building operations and the decidedly bad weather that has prevailed since March 1 has made it impos-

sible to get buildings contemplated under way. This has caused a decided slump in the local lumber trade.

The lumbermen up the Allegheny river are happy over the big fall of snow the last ten days. Millions of feet of timber was cut during the winter on the Allegheny river and its tributaries, but because of the mild weather it was impossible to haul it out on account of the deep mud. The recent snow has caused a great demand for extra teams and every farmer in the country has rushed his horses into the woods at big wages. Skidding has been hard because of the soft ground underneath the snow, but lumbermen have made the best of it and are getting in most of their winter logs.

The D. L. Helman Lumber Company of Warren, O., has the distinction of cutting the largest tree ever taken out in Trumbull county. It was a great white oak with 1,050 rings that has stood in Gustavus township, twenty miles north of Warren. One of Mr. Helman's buyers bought it for \$100. The log was sixty-nine feet long and seven feet through at the stump. It was scaled down to sixty-two feet and contained 7,365 feet of lumber, board measure, or 1,000 feet more than the largest tree ever handled by the Helman company. It weighed thirty-eight tons and to load it the company had the Lake Shore & Michigan Southern Railroad Company back cars into the woods one-eighth of a mile from where the big stick laid. Ten teams and three tackle blocks finally got it to the cars in the presence of the officials of the Lake Shore & Michigan Southern. The size of the tree can be shown by the fact that the average run of white oak trees in Trumbull county yield less than 800 feet to the tree, board measure.

The experiment which is to be tried of reforesting portions of Wayne county, Pennsylvania, will be watched with great interest by Pittsburg lumbermen inasmuch as they expect it to lead to similar experiments in other portions of the state where the mountain land can thus be reclaimed and made to grow valuable timber. The plan proposed recommends the planting of commercially valuable trees on 1,500 acres of denuded land. The young growth of timber now on the ground will be protected. There is a second growth forest of 700 acres adjacent to the land to be planted, and the scheme will include rules for the proper management of this tract also. Chestnut, red pine, red oak, European larch and black walnut are the trees that will be planted. The nursery stock needed for the experiment will be grown on the tract, and seedlings will be planted in a nursery capable of rearing 200,000 plants annually. The demand for hardwood timber of all kinds in northeastern Pennsylvania is excessive, and hitherto the original forest growth as well as the second growth timber has been cut and slashed with no apparent regard to future needs.

The Henry Ahlers Lumber Company has bought 71x111 feet on Second street, Allegheny, for \$10,000 and will use the ground for a storage yard. The company is having much the best trade in its history and is carrying a splendid line of hardwoods, especially for house building purposes.

The Nicola Brothers Company has sold its wholesale lumber yard on the Cuyahoga river at Cleveland, O., to C. A. Krauss, Jr., E. A. Krauss of the Lake Shore Saw Mill & Lumber Company, George S. Gynn of the Cleveland City Lumber Company and J. A. Melcher of the Lorain Street bank of Cleveland. The consideration was about \$275,000. Included in the purchase are the planing mill, dry kilns, shed and all equipment of the yard, which is one of the largest in Cleveland and has been used for several years as the main distributing point by the Nicola Brothers Company for all their lumber brought down from the lakes. This included millions of feet of white pine, Norway pine, hemlock and hardwood. The sale was thought advisable on account of the death in January of Will Wright

Nicola, who had managed the Cleveland end of the business for several years. The large real estate interests of the other Nicola brothers in Pittsburg made it impossible for them to move to Cleveland to take charge of their yard there. The purchasers are well known in Cleveland lumber circles and will continue to carry a very large stock of lumber at the Nicola yards.

Willson Brothers report a very thrifty condition of affairs in the hardwood department. In brief, they are busy, and that with this firm always means a stack of orders that keeps the timber buyers on the jump to nil. They are getting excellent prices for their stock and predict an early advance in the price of oak, which continues to be a leader in the hardwood market. The firm has been enlarging its office space in the Farmers' Bank building and now has one of the most commodious and best arranged suites of any lumber firm in the city.

The Linehan Lumber Company, of the Farmers' Bank building, is kept busy much of the time at the phone taking city orders for hardwood. Its local trade, despite the bad weather that has prevailed for two weeks, is excellent and it is filling some very nice orders for other wholesale concerns which are unable to get enough stock to meet their demands. The Linehans look for an increase in prices as the building season opens.

Charles W. Simon of Simon's Sons has sold to John H. William and Harry E. Simon his five-fourteenths interest in the firm's planing mill property in Allegheny for \$23,000. Last year the planing mill on the site was burned, and the brothers contemplate building a new one this spring. Charles Simon, who has just sold out, will, it is understood, locate in the Pennsylvania building in Pittsburg as a whole sale lumber dealer.

The Somerset Door & Column Company has been incorporated at Somerset, Pa., with a capital of \$25,000. The directors are F. B. Granter, J. M. Cook, K. Pullen, A. W. Knepper and George M. Brant, all of Somerset.

W. H. Mace of the A. M. Turner Lumber Company, recently made another extended trip through the South. The Turner company is pushed to the limit with orders and it finds conditions at the mills not conducive to lower prices. This year bids fair to break all their previous records in the sales line and for this purpose the company has strengthened its outposts in every direction.

The M. P. Rock Lumber Company of Boyer, W. Va., has sold out to Wilmoth & McCullough of the same place. The latter firm is a large dealer in hardwood and spruce and gets one good mill in the transaction in addition to a large tract of hardwood timber.

Edward Germain, who was for several years manager of the mill work department of the American Lumber & Manufacturing Company, has gone into the wholesale lumber business for himself in the Bessemer building. He will have some excellent hardwood connections, and will make this a strong feature of his trade. Mr. Germain has a wide acquaintance in the Greater Pittsburg territory, and a host of friends who wish him well in his new undertaking.

W. E. Hammer, formerly with the firm of N. B. McCarty of Buckhannon, Pa., has accepted a position as traveling salesman for the James I. M. Wilson Company and is now stationed at Clarksburg, W. Va., where he is looking after the company's trade in hemlock and hardwoods.

Flint, Erving & Stoner have their new mill at Millport, Pa., nearly done and will shortly be cutting a big lot of oak and other hardwoods there under the title of the Columbia Lumber Company, in which they are largely interested. The company is having an active trade in most lines in spite of the bad weather, which has taken off some of the local yard orders.

The Kendall Lumber Company is putting in a new mill at Crellin, Md., which will bring the



There are 100,000 plants there up to 100,000 feet. Recently the company loaded a car of logs for the market. It received \$100 per thousand. The logs were cut 32 feet long and 16 inches wide and was for the use of a large distillery.

Surveys are being taken for a branch railroad to reach from the Brookville branch of the Pennsylvania railroad at Brookville, Pa., to the timber tract formerly owned by the Marvin Rulofson heirs in Clarion county, Pennsylvania, which was recently bought by A. W. Cook of Brookville. The new road will be twenty miles long and will make it possible to bring the logs from this big tract, which is estimated to cut 100,000,000 feet of lumber. On Mr. Cook's mill at Brookville for sawing.

The Cheat River Lumber Company is now located at 2226 Farmers' Bank building, where it has a suite of five offices. R. E. Chapin of the company has been in the East for two weeks looking after the company's interests. Its trade in chestnut and oak is first-class in every respect and it sees nothing ahead but an out of high prices for good hardwood lumber.

The Pittsburg Wholesale Lumber Dealers' Association has elected these officers for this year: President, J. L. Lytle of Clark & Lytle, vice president, Alexander Willson of Willson Brothers, secretary and treasurer, J. G. Christie of the Interior Lumber Company. The association now has twenty-two members with a good waiting list of applicants from representative wholesale firms in Greater Pittsburg.

O. H. Rectanus, Vicegerent Snark of western Pennsylvania, will hold a concatenation of Hoo-Hoo at Hotel Henry, Pittsburg, on the evening of March 30.

### Buffalo.

Buffalo dealers are preparing to attend the forthcoming Memphis convention of the National Hardwood Lumber Association. Present prospects indicate a large representation from this city.

A. J. Evans is the active head of the delegation in the interest of South Buffalo flood abatement to make a second trip to Albany this week. The lumber interest is a unit in favor of a ship canal, he says.

A. Miller reports that letters from his hardwood lumber buyers in Tennessee now contain spring flowers, while one of his men in from Canada has his face frozen, so far-reaching are the Miller interests.

Angus McLean was scarcely back from his second round of the southern and southwestern mills of the Hugh McLean Lumber Company this winter, when he was off to Canada again to keep up the close connection at Gaspe.

The effort of the Standard Hardwood Lumber Company to increase its timber holdings in the South is to be furthered by the present trip of A. W. Kreinheder to Tennessee, where he has some good tracts in view.

H. S. Janes of the Empire Lumber Company is in Arkansas, looking after oak and cypress lumber. Some logs are still sold, but a mill has been secured, so that there is lumber also.

H. A. Stewart dug out a lot of oak, chestnut and cherry on his last visit to West Virginia, and is ready for another visit there as soon as the firm is in need of a further supply. Business is good.

Birch from Canada is one of the hardwoods that O. E. Yeager manages to keep in sight right along. He is of the opinion that the advance in

prices of late, but is not badly off. The Buffalo Hardwood Company is of the opinion that the market is not so good as it was some time ago.

At its annual meeting this month the Buffalo Lumber Association elected the following officers: President, James Fenton, vice president, and Knowledge M. Fenton, secretary, and J. S. B. Fenton, treasurer.

and James Fenton were made a committee to attend the flood bill hearing in Albany.

When J. T. Knox returns from his trip south he is expected to have a long list of general hardwoods for the yard and general business of Beyer, Knox & Co. He has been south much of the winter.

J. N. Scott is a busy man these days as he is sole head of the office, while Manager Hopkins is in Cuba, as well as serving on the jury.

When T. Sullivan & Co. get their second storage shed up they will be by far the best equipped concern for handling Washington fir in this section—which means that their trade in fir is large and increasing.

### Saginaw Valley.

What is known as northeastern Michigan, that portion of the lower peninsula lying north of Saginaw river, stretching along the Lake Huron shore and traversed by the Michigan Central-Mackinaw division and Detroit & Mackinac railroads, has always been a large lumber producer. It has not only fed numerous sawmills along the shore and lines of railroad, but it has furnished a large portion of the twenty-four billion feet of lumber that has been manufactured by the Saginaw river sawmills in the last fifty-six years. While it no longer holds the palm as a pine producer it contains vast areas of the finest hardwood timber, and is being cut off every year, while stumpage values have greatly increased. A few years ago good timber land in this territory could be bought at \$3 to \$7 an acre. An old lumberman at Cheboygan said the other day that a few years ago he was offered a fine hardwood tract at \$10 an acre, but he was afraid to tackle it at that price. Subsequently he paid \$22 an acre for the same timber and resold it at \$37. And the purchaser at the latter figure regarded it as an excellent investment.

The mills of Bliss & Van Auken, W. D. Young & Co., Campbell-Brown Lumber Company, J. J. Flood, Kneeland-Bigelow Company, and Kneeland, Buell & Bigelow Company are running steadily. The Kneeland-Bigelow mill is running day and night and the other mill in which the firm is interested would also be operated nights if logs could be brought along fast enough. These two firms are getting fifty carloads of logs every twenty-four hours. A good deal of the stock cut by these mills has already been sold. W. D. Young & Co. are also running day and night and bringing in logs by rail. This firm puts about seventy per cent of its hardwood stock into maple flooring and the remainder goes into hardwood lumber. It manufactures some oak, as now and then an oak tree is found up north where this company is getting its timber supply. Mr. Young expresses himself as well pleased with business conditions.

The Kimball Lumber Company's sawmill at Alpena is sawing hardwood lumber, the mill having started some time ago. Alpena is becoming quite an extensive hardwood manufacturing point.

Bliss & Van Auken are calculating to manufacture fully 6,000,000 feet of hardwood this season, mostly maple, which will go into flooring. This concern has built up an enviable reputation for its brand of flooring and it has always found a ready market.

Recently J. W. McGraw of Bay City bought 3,000 acres of hardwood timber land from the state in Oscoda county. He will put in a band mill of about 30,000 to 40,000 feet daily capacity and convert the stock into lumber. The timber is maple, beech, basswood and elm, with some ash, and it is of fine quality. Mr. McGraw is also cutting about 1,000,000 feet of hardwood timber on another tract on the Rose City division of the Detroit & Mackinac railroad, the lumber coming to Bay City by rail.

Bently & Co. have moved their sawmill from Bently, Gladwin county, to Au Gres, Arenac county, where they have a large body of hardwood timber available.

Logging conditions since February 1 have been exceptionally good. The weather has been cold enough north of Bay City to enable operators to haul logs and there has not been enough snow to hinder. Nearly if not every small jobber has secured a stock and farmers have put in a large quantity of logs for the market.

The S. G. M. Gates mill at Bay City will start as soon as the ice is out of the river and will have a lot of about 4,000,000 feet of ash, maple and other hardwoods to work up.

Youill Bros. of Vanderbilt are to ship 5,000,000 feet of hardwood logs to Bay City to be manufactured and will cut 2,000,000 feet at their mill at Logan.

Jas. Norn has put in about 500,000 feet of logs near Standish, which will be manufactured there.

### Grand Rapids.

A trust mortgage has been filed by the Long fellow & Skillman Lumber Company, with Milton Hineckley of Benton Harbor named as trustee. A statement of assets cannot be made until after inventory is taken, and the liabilities approximate \$24,000. The Old National bank, the largest creditor, has a claim for \$13,000, made secure by personal notes signed by officers. The mortgage is signed by C. D. Stuart, acting president, and W. R. Kussel, acting secretary, J. E. Reiter and L. L. Skillman. A full list of creditors is as follows: Old National bank, Grand Rapids, \$13,000; P. A. Luther, Hart, \$193.60; Grand Rapids & Indiana Railway, \$607.70; Chocolay Land Company, Marquette, \$910; Frank Mack, Stanton, \$296.16; C. D. Stuart, Riverside, \$3,391.07; Thompson Lumber Company, Grand Rapids, \$508.44; Dalton Lumber Company, Skandia, \$213.88; Walker Bros., Levering, \$6.49; Colby-Hinkley Company, Benton Harbor, \$1,648.55; Edward C. Allen, Levering, \$1,194.92; Simmons Lumber Company, Simmons, \$1,174.71; Geo. S. Wilson, Levering, \$5.24; Joseph Kane, Carp Lake, \$28.89; Jerry Sullivan, Cedar, \$499.08. The company was formed about four years ago and was reorganized a year ago. The Levering mill was destroyed by fire six months ago, with practically no insurance, and this fire is stated to be the cause of the failure. Acting Secretary Kussel has started suit in circuit court against the company, claiming \$3,000 damages for alleged misrepresentation in purchase of the company's stock.

Recent snows and colder weather have given logging operations in upper Michigan a great boost. Sleighing in the woods is reported better than at any previous time during the winter. At Nadeau, in Menominee county, the camps of Nadeau Bros. are in full operation, with nearly a million feet of timber on skids. The firm has about two million feet decked in the mill yard, the timber including, besides hemlock, basswood, elm and other hardwoods. A planing mill has been added to the equipment at Nadeau.

John Wood, secretary of the Fuller & Rice Lumber & Manufacturing Company, has returned from a business trip to the upper peninsula.

Edward C. Allen of Leroy, the new member of the Gibbs, Hall & Allen Company, Grand Rapids, will cut about a million feet, half hemlock and the rest hardwood, at his mill near Leroy this season. His cutting operations are just beginning.

Harry Widdcomb, manager of the Halladay Lumber Company, was quietly married to Miss Gertrude Sherwood on March 14. The young couple are spending their honeymoon in California.

The Halladay Lumber Company is not buying any logs this season and the mill is run intermittently on mahogany and custom sawing.

The mills and factories at Boyne City are estimated to cut close to 250,000 feet of lumber a day.

Suit has been started in the circuit court at Muskegon by R. K. Mann and W. G. Watson against the S. B. Ardis Land & Lumber Company for \$15,000 damages, alleging nonfulfillment of contract. Plaintiffs claim to have purchased the Ardis cut of about a million feet of hardwood



and two and a half million of hemlock and did not receive the goods.

An upper peninsula land deal, involving about \$1,500,000, is being closed at London, Eng., between Lord Brassey and President Wm. G. Mather of the Cleveland-Cliffs Iron Company, whereby the latter buys the remaining holdings of the Michigan Land & Iron Company, including 200,000 acres of land and mineral rights to as much more. The holdings of the Cleveland-Cliffs company aggregate over a million acres, stretching in almost a continuous block across the peninsula from Gogebic to Chippewa, and the appreciation of its stumpage value during the past ten years has amounted to millions of dollars. It has been the company's policy for years to sell its timber to concerns only that have mills located on the Cleveland-Cliffs lines of railroad, and the sale of lands has been restricted to actual settlers. Timber speculators have been warded off.

Circassian walnut is being used again this season by a few of the larger Grand Rapids furniture concerns. This Asia Minor wood is costing between \$200 and \$300 per thousand.

L. L. Skillman, formerly secretary and treasurer of the Longfellow & Skillman Lumber Company of this city, has entered the wholesale lumber business on his own account, having organized the Skillman Lumber Company, with office at 525 Widdicomb building. Mr. Skillman will maintain a storage yard at Grand Rapids, and do a wholesale and commission business. Michigan and southern woods will be handled. The office work will be looked after by Miss Marie Burns. Mr. Skillman has had sixteen years' experience in the lumber business, and has been secretary of the Grand Rapids Lumbermen's Association ever since its organization.

#### Indianapolis.

The Colborn-Bales Lumber Company of Goodland, Ind., has been incorporated with a capital stock of \$15,000. The company's directors are Isaac Colborn, Estella Colborn and George O. Bales.

The Central Bung Manufacturing Company of Indianapolis has been incorporated for the purpose of making wood novelties. The directors are A. G. Schonnecker of Indianapolis, Edwin Carver of Muncie, A. A. Smith of Montpelier and A. A. Small of Anderson.

The Morocco Manufacturing Company of Morocco, Ind., has been incorporated to manufacture novelties with a capital stock of \$10,000. The directors are James T. Robertson, William G. Smart and David B. Cassell.

Twenty thousand dollars will be spent within the next four months by the Hoosier Manufacturing Company of Newcastle, Ind., which operates a big plant manufacturing kitchen cabinets, and which has been forced to provide increased facilities to accommodate its rapidly growing business. The company has leased the four-story factory building of L. A. Jennings, which is already equipped with machinery, and will operate it just as soon as a few alterations can be made.

Joseph H. Stubbs, chief of the Bureau of Statistics of Indiana, has compiled some up-to-date facts about the state which should prove of interest to lumbermen. Indiana has 85 cities and 345 incorporated towns. Of these cities 52 have a population of 5,000 or more. In 1905 the state had 6,966 miles of steam roads. Last year Indiana had 7,912 factories, in which \$311,526,026 was invested, which paid out \$72,178,259 to factory hands in wages, and whose total manufactured products reached a value of \$394,165,538.

#### Bristol.

The McCabe Lumber Company, a recently incorporated concern, is making preparations to begin an extensive lumber manufacturing and shipping business at Newport, Tenn., on the Asheville division of the Southern Railway.

The plant of the Little River Lumber Company at Townsend, Tenn., recently destroyed by fire,

will be rebuilt and work has already commenced with the end in view of replacing the destroyed property.

The Woodson Lumber Company has been incorporated with a capital stock of \$10,000 to do business at Wise, Va.

The Marion Lumber & Industrial Company, with capital stock of \$25,000, has been incorporated at Marion, Va.

P. C. Thompson, Sr., for many years a prominent lumberman of this section, and said to be one of the best judges of lumber in the state of Virginia, died at his home in Bristol on March 17, at the age of 76 years. He was a prominent citizen, a straightforward and honest business man and his death will be felt keenly by his many friends.

H. O. Spangler of Bluefield, W. Va., has purchased from E. M. Pennington one of the richest timber boundaries in Lee county. It is known as the Pocket tract, and is estimated to cut 10,000,000 feet of merchantable lumber. Mr. Spangler will put a large mill on the tract and manufacture the stock as rapidly as possible.

B. B. Burns of the Tug River Lumber Company has returned from an extensive business trip.

Fred W. Hughes, local manager for Price & Heald, Baltimore exporters, has returned from an important trip in Virginia. He reports good business and heavy shipments of logs.

J. P. McCain of W. C. McCain & Sons of Neva, Johnson county, Tenn., was in Bristol on business last week.

J. Walter Wright of the newly incorporated J. Walter Wright Lumber Company of Mountain City, Tenn., was here on business last week.

W. B. Van Berlekom of Amsterdam, Holland, after spending several weeks among the trade in the South, departed for home a few days ago. Mr. Van Berlekom is identified with some of the biggest lumber importing interests in Amsterdam and is well pleased with conditions both here and in his own city.

M. N. Offett of the Tug River Lumber Company and Boice, Burns & Offett has returned from Parkersburg, W. Va., where he was called to the bedside of his aged father, who was dangerously ill.

Paul W. Fleck of the Paul W. Fleck Lumber Company of this city was in Bristol for several days last week. Mr. Fleck is now looking after the company's business in the East, and is residing with his family at his former home in Philadelphia. He reports satisfactory trade conditions in that part of the country.

George W. Peter, a local lumberman, has returned from Butler and other points in East Tennessee, where he went in the interest of business.

Attorney W. L. Taylor of the R. E. Wood Lumber Company of Baltimore, Md., was here looking after important legal interests of the company last week. The R. E. Wood Lumber Company is now operating extensively in eastern Tennessee and western North Carolina, having recently started big operations in Mitchell county, N. C.

#### Cincinnati.

The Freiberg Lumber Company, of which Harry A. Freiberg is president, on February 1 succeeded to the business of the R. E. Becker Company. Mr. Freiberg was the owner of the old company, and the transaction constitutes simply a change in name. This house is one of the largest handlers of Tabasco mahogany in the country, which it imports via Mobile and by rail to Cincinnati. The house is also a large factor in Ohio and Indiana quartered white oak and black walnut. It has a model sawmill with a capacity of 15,000,000 feet daily. W. E. Shrimpton, who has been connected with lumber interests in Cincinnati for the past twelve years, is secretary and treasurer of the concern. The plant of the company occupies an entire square between Poplar street, McLean avenue and Dalton street.

Harry Gott of Hamilton H. Salmon & Co., New York, and F. Demartini of Stromberg, Kraus & Co., St. Louis, were here during the past fortnight purchasing hardwoods. They both declared that available supplies were hard to get.

The Kentucky Lumber Company is rapidly stocking its recently acquired yards at Sixth and Baymiller streets. Advices to the company's offices here are to the effect that from 6,000 to 8,000 poplar logs were floated down the Cumberland river to the company's mills at Burnside, Ky., the middle of the month.

Mrs. Isabelle Baldwin has sold to S. F. Bradley, 7,000 acres of timber lands in Rowan county, Kentucky, at \$6.25 per acre. Development has already been started and an eastern firm will handle the lumber cut.

E. W. Robbins, president of the Maley Thompson & Moffett Company has returned from a two weeks' business and pleasure stay in New York. Mrs. Robbins accompanied him.

C. S. Bacon of the Bacon Lumber Company of Grand Rapids was a visitor last week.

Hall, Jones & Co. have purchased from the Eastern Kentucky Land Association a tract of 1,000 acres of timber and mineral lands near Sergeant, Ky. The price was not announced.

Isadore Hilsbach and Leo Hander have been appointed receivers for the D. Hauser Cooperative Company, Patterson street. The appointment was made because of a suit by Herman Deobald against David C. Hauser and Edward Johns, partners in the business.

Heavy tides in the Licking and other Kentucky streams have resulted from recent heavy rains and snow, and local hardwood concerns with interests in the mountains have sent representatives to take charge of logging operations. Reports from West Liberty and Barboursville, Ky., are that logs and loose timber are running thick. Timber people are jubilant and not without cause, as it has been a long time since tides were high.

J. T. Cochran, who has an office in the Mercantile Library building, has opened a yard on West Seventh street, near Freeman avenue, where he will carry a nice assortment of hardwoods. The yard formerly belonged to the Cincinnati Hardwood Company.

The Lockland Lumber Company has opened a branch office in Norwood, a Cincinnati suburb. A general hardwood business will be conducted.

E. A. Conkling of the E. A. Conkling Company, has returned from a three weeks' stay in Florida.

A number of local hardwood firms will send representatives to the annual meeting of the Ohio Shippers' Association at Columbus, March 27. This is the largest body of organized shippers in existence, and is officially recognized and treated with by the railroads.

M. B. Farrin, president of the M. B. Farrin Lumber Company, has returned from a six weeks' cruise among the islands of the West Indies. He was accompanied by Mrs. Farrin. Mr. Farrin said that trade conditions in Cuba and Jamaica are improving, but the other islands are retrograding.

Charles E. Littell, for years in business on Hunt street, filed a petition in bankruptcy on March 19. His liabilities amount to \$27,196, while the assets aggregate only several hundred dollars.

The S. W. Trost Lumber Company, which was recently incorporated with a capitalization of \$50,000, is having additional machinery installed at 16-18 West Canal street, where it will do business. The company was formed to take over the business formerly conducted by S. W. Trost.

Wm. Jackson of the Ault & Jackson Company is home from a buying trip to Kentucky and Tennessee.

Chester F. Korn of the Farrin-Korn Lumber Company has returned from a ten days' trip to New York, Washington and Boston.

W. J. Eckman of the M. B. Farrin Lumber Company is home from a two weeks' eastern trip. He visited the New York and Baltimore



which are in his opinion in excellent condition.

He and Co. have secured a lot 22x100 feet at the corner of Dalton avenue and Hindlay street, doubling their present location. It will be used as a storage yard.

### Chattanooga.

Prices for sawmill and dry stocks, which are so fluctuating, are to pass very soon, will become alarming, local lumbermen are just now as anxious to solve the problem of the labor question. Notwithstanding the fact that the Chattanooga have been pulling vagrant negroes and whites out of the streets and to stocks of lumber and mill material, to get laborers at any price.

The building material mills of this city are overrun with orders because of the wonderful building going on in this city.

The Arnold Lumber Company, manufacturer of poplar siding and other building material, has put in a resaw equipment, and erected several sheds for dry stocks at its plant at East Lake. The concern will make other improvements in the near future. It has contracts for furnishing material for half a hundred houses in this vicinity.

The J. M. Card Lumber Company has just closed a contract for taking the output of a large band mill at Laurel, Miss., which has a capacity of 20,000 feet of lumber per day. J. M. Card, president of the company, is looking after the interests of one of his mills at Tuscaloosa, Ala.

Ferd Brenner of the Ferd Brenner Lumber company of this city and Leland G. Banning of Cincinnati will tour Germany this summer in automobiles. They will leave about the first of June and their families will accompany them. Mr. Brenner is preparing to remove the office in the Chamberlain building here to Norfolk, Va., where the concern has a large yard and mills.

Capt. A. J. Gabagan of the Loomis & Hart Manufacturing Company assisted the soldiers at Fort Oglethorpe in celebrating St. Patrick's Day by delivering a lively address.

### St. Louis.

George H. Rice, a prominent lumberman of Green Bay, Wis., spent a few days in St. Louis last week.

C. E. Thomas of the Thomas & Proetz Lumber company is in the South on a business trip.

Articles of incorporation were issued last week to the Harlan Sash & Door Company, of Harlan, Iowa, with offices in St. Louis. The capital stock to be used in Iowa is \$200,000 and in Missouri \$250,000.

Shipments of lumber by cars for the first eleven days in March, 1905, were 2,981 receipts, 4,749 cars. Shipments of lumber for the first eleven days of March, 1906, were 2,598 receipts, 4,528, a slight loss in this year's shipments.

Michael Roeder, a pioneer citizen of St. Louis, died last week. He was in his seventy-eighth year and died after a long illness, due to old age. He came to St. Louis about seventy years ago and engaged in the cooperage business, which he conducted successfully until about twenty years ago, when he was forced to retire on account of failing health. Nine children survive.

Conditions are in such excellent shape both for the sale and for the purchase of lumber that no agent or agent is so plentiful that no salesmen will be sent out on the road to represent the concern this season. The company is also doing an excellent mail-order business.

The Harlan Lumber Company is overwhelmed with business which it is finding difficult to take care of on account of the unusually large amount of orders which logging has been hindered for some weeks, so that the company is unable to fill them.

The Browning Engineering Company of Cleveland, Ohio, has been awarded a contract to

Building, this city, in charge of F. M. Fish. This company is now handling several excellent types of steam log loaders.

### Nashville.

Another chapter has been added to the affairs of the John M. Smith Lumber Company, which was forced into bankruptcy recently following the Creelman entanglement. At a recent meeting of the creditors of the bankrupt John M. Smith company, J. H. Baird was elected receiver in bankruptcy and his bond was fixed at \$25,000. The meeting was held in the office of A. L. Childress, referee in bankruptcy for this the middle district of Tennessee. Forty or more creditors of the company were present either in person or represented by attorneys at this meeting. Clarence Darrow representing the Bank of America of Chicago and C. S. Latham, of Allen, Latham & Young, also of Chicago, conducted the principal examination. John M. Smith, when examined, stated that he had originally received \$10,000 worth of stock in return for the lumber, really and other property put into the business of the John M. Smith Lumber Company by him. He said he sold a portion of this stock to F. W. Pettibone for \$26,750, receiving \$12,000 in cash, six deposit certificates for \$1,250 each on the bank of DeLancey, O., and also two notes. Mr. Smith stated further that the firm of Perkins & Pettibone put \$25,000 of the F. M. Creelman Company paper in the John M. Smith company. This paper had come into the possession of Perkins & Pettibone through an ash transaction, and had been renewed. Mr. Smith said he was informed this paper had been reduced from time to time and finally wiped out. He said he was ignorant of the financial affairs of the company prior or subsequent to the connection of the Creelmans with the same. He acted merely as lumber buyer and had his office at Dickson, Tenn. He knew of no other transactions involving Creelman accommodation paper outside of that put by Perkins & Pettibone. Mr. Smith said he had signed several notes, but he believed them to be legitimate liabilities of the company.

L. C. Whitman appeared at this creditors' meeting representing F. E. Creelman. He offered a copy of the agreement between F. W. Pettibone and Mr. Creelman by which the latter acquired an interest in the John M. Smith Lumber Company. This was also signed by Mr. Smith, Mr. Perkins and by H. C. Card. Mr. Creelman, in response to an inquiry from J. J. Knickerbocker of Chicago, receiver of F. M. Creelman, the Illinois Hardwood Company and H. A. Aronson, said the legitimate liabilities of the John M. Smith Lumber Company were \$78,004.10. The assets, he said, were more than \$200,000, and would bring much more at a sale, and the accommodation paper of the concern would probably amount to between \$135,000 and \$300,000. Mr. Knickerbocker was represented by his attorney, W. T. Madoc, but preferred to ask his own questions. He created quite a laugh when he asked "What are you going to do for us?" F. C. Patton of Chicago, representing a liquidating syndicate, said \$80,000 would be a low estimate on the paper he represented.

Clarence S. Darrow, attorney for the Bank of America, is said to have stated that the notes and other "dubious" commercial paper upon which F. E. Creelman is alleged to have secured about \$193,000 will net about 20 or 30 cents on the dollar. D. D. Healey, receiver of the bank, concurs in the correctness of this estimate.

The Annesdale Lumber & Manufacturing Company of Shelby county has been granted a charter. The capital stock is \$50,000 and the incorporators are: E. M. Richardson, R. F. Creson, J. W. Williamson, D. Simmons and W. J. Hudson.

John D. Hutton of Shelbyville, Tenn., has just bought an 800-acre tract of heavily timbered land for \$24,000. The property is located near the Carter-Barnard county lines. Mr. Hutton

will take steps to market his product at once.

The members of the party who accompanied John B. Ransom on a trip to Florida are loud in their praises of the good time they had. While in that state they visited Rock Ledge, Miami, Nassau and Palm Beach. In Nassau they were delightfully entertained by the governor of the island and his wife, Lady Wilson.

Charles E. Eberbach of Algood, Tenn., arrested on the charge of embezzling the proceeds of several carloads of lumber, states that he will return to Tennessee from Cincinnati without requisition papers. When arrested in Cincinnati he had just secured a position with a lumber firm. Prior to that time he had been traveling about the country.

Postmaster A. W. Wills of Nashville has secured the federal authorities to purchase forty trees to plant in Federal Park. They are of the European linden and Norwegian maple.

The Davidson-Benedict Company has filed an answer in the chancery court to the bill of I. F. McLean, the case involving valuable timber lands in Putnam county. The respondent company asserts that one J. D. Goff bought the property from McLean and then sold it to respondent for \$25,000. The Davidson-Benedict Company asserts that it bought the property upon the representation that it was not encumbered. It claimed that all the terms of the sale have been complied with fully.

E. O. Buchannan, a prominent Nashville lumberman, died a few days ago. The deceased was secretary of the American Wheel-Stock Association, one of the leading organizations of the spoke and handle trade. For many years he was at the head of the Gallatin Spoke & Handle Company. At the time of his death he was launching a big spoke and handle factory in Nashville. He was a Confederate veteran.

Considerable local interest is being manifested in Nashville regarding the provisions of a bill pending in the city council and introduced by J. H. Baskette of the Prewitt-Spurr Manufacturing Company. The bill provides that the city shall not furnish water to factories outside of the city limits, and it is meeting with much opposition.

Several lumber companies have been granted charters by the secretary of state as follows: Pigeon River Lumber Company, Cocke county; capital stock \$1,000,000; incorporators, W. B. Robinson, P. T. Bauman, E. G. E. Anderson, C. W. Perry and A. J. McMahon; Darnell-Wilson Lumber Company, Shelby county; capital stock, \$50,000; incorporators, R. J. Darnell, A. M. Love, R. J. Wiggs, H. D. Elder, H. A. McKenzie, A. H. Murray and I. Milton Wilson.

Layton, Tenn., is to have a chair factory. The company has a capital stock of \$10,000. Interested parties are D. B. Carlin of Chattanooga and J. W. Hudson and W. H. Rogers of Dayton.

Quite a boom in the lumber business is reported at Hartsville, Tenn. The little city has four large lumber yards and in addition the output of about twelve Trousdale county sawmills is shipped from Hartsville.

The sawmill and lumber yard of Thomas Edwards in South Clarksville have been sold to the Clarksville Hardwood Company for \$4,000. The purchasers will enlarge and improve the property.

The Harlan Stave Mill of Trenton, Tenn., has located a large mill in Chester county with Walter Alexander as manager and Paul Harlan as buyer.

The lumber firm of Jennings & Hale has been incorporated in Nashville with a capital stock of \$1,000. J. L. Jennings, B. C. Hale, H. A. Dodd, Alden Hale and J. R. Hooper are the incorporators.

Kyle & Ross of Celina, Tenn., are getting out a large number of rafts to Nashville. They have bought extensively all the way from Celina to Burnside.



It is said that L. C. Ross, at Cloyd's Landing up the Cumberland, owns a 1,200-acre tract of timber land in which the sound of ax or saw was never heard. He will not allow a tree to be cut until after his death, desiring that the property go as an inheritance to his children.

The Hickman Lumber & Planing Mill Company of Paducah, Ky., and the American Land & Timber Company of Little Rock, Ark., filed abstracts of their charters with the secretary of state, for the purpose of engaging in business in Tennessee.

### Memphis.

At a meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso this week, the two committees on general arrangements and entertainment, recently appointed, were merged and will be known as the committee on general arrangements and entertainment. J. W. Thompson and W. H. Russe were chairman, respectively, of the two committees and this change will necessitate reorganization.

Moore & McElern, manufacturers of boxes, box shooks and hardwood lumber, whose box plant was burned a short time ago, have awarded the contract for a new plant, including a planing mill, a sash, door and blind factory and a box manufactory. The machinery, contract for which has been placed, will cost approximately \$5,000. The entire cost of the plant, which will be one of the largest in the South, will be in the neighborhood of \$300,000. Orders have been given to rush the work, as the company has only temporary arrangements made for the use of the box factory of the Cochran Lumber Company. William Moore of Hoopston, Ill., one of the members of the firm, has been here ever since the plant burned, looking after the interests of the company in conjunction with his son, Claude Moore, who is manager of the local plant.

J. B. Ferguson has recently transferred 5,026 acres of timber lands in Lauderdale county, Tennessee, in what is known as the Mississippi bottom, to the Ferguson & Palmer Company of Paducah, Ky., the consideration being approximately \$150,000. This same gentleman some time ago concluded a deal with the Anderson-Tully Company of Memphis for the sale of 8,760 acres of hardwood timber lands in the same section for \$250,000. This is the second largest timber land deal ever closed in that county, though it is understood that there is yet considerable more land of similar character for sale in that vicinity.

The Memphis Skewer Company has been formed here to manufacture dowel pins, meat skewers and other hardwood specialties. Among the incorporators are Col. I. F. Peters of the Memphis Industrial League, C. E. Pigford and R. B. Hastings, the two latter of Jackson, Tenn. The company proposes to have its plant in operation by the end of summer. It will manufacture its products for both the domestic and export trade.

E. M. Richardson has been elected president of the newly organized Annesdale Lumber & Manufacturing Company, which is capitalized at \$50,000, and which proposes to engage in the manufacture of doors, sash, blinds and building material of every character. It is now erecting its plant in this city.

The Guilt-Stover Lumber Company of this city has filed an original bill in chancery here against Thomas J. Taylor, trustee and tax collector of this (Shelby) county, for the purpose of recovering \$290.82, alleged to have been paid as taxes on logs cut in Tennessee and surrounding states. This is the first suit of this character filed since the recent ruling of Chancellor Heiskell to the effect that logs cut in Mississippi and Arkansas are not subject to taxation for state, county or municipal purposes when brought to Memphis to be manufactured into lumber. This decision, it will be recalled, was given on the ground that it was against interstate commerce regulations.

F. M. Terry, secretary and traffic manager of

the National Lumber Exporters' Association, has removed his family to Memphis, and taken up his work with an enthusiasm which augurs well for success.

The Rowan Lumber Mill at Wesson, Miss., has been purchased by Felix May of Brookhaven, Miss., and will, after a long period of idleness, be put in active operation in a short time. The mill will cut hardwood lumber and has a large capacity.

There is still some trouble here regarding the prompt furnishing of cars, but the general opinion is that conditions in this respect are better than for some months. The movement of freight is not as large as heretofore, with the result that the railroads are giving lumber-identified with hardwood lumber interests here and in West Tennessee for a number of years and was quite well and favorably known.

J. W. Dickson of the J. W. Dickson Company has returned from a trip north and east. The men better service. Some of the mill operators, however, say they are not able to secure logs with as much rapidity as desired because of the limited equipment furnished by the railroads, with particular reference to the Illinois Central.

L. Methudy of St. Louis, a prominent exporter, and chairman of the arbitration committee of the National Lumber Exporters' Association, spent some time in Memphis last week.

Rapid progress is being made by the Crittenden Railway Company, which is building a line connecting the main lines of the Iron Mountain and Rock Island. The road runs from Heath, Ark., to Earle, Ark., and all but four or five miles has been completed and is now in operation.

Recent additions to the membership of the Lumbermen's Club of Memphis are: J. P. Sullivan and P. H. Ravesties, president and vice president, respectively, of the J. P. Sullivan Lumber Company; C. R. Palmer of the L. H. Gage Lumber Company; E. G. Williamson of the Hardwood Specialty Company, and J. B. Grant, representative of the Buffalo Hardwood Lumber Company in this city and section.

W. R. Gilbert of Los Angeles, Cal., was in this city this week, circulating among lumber interests here.

J. W. Thompson of the J. W. Thompson Lumber Company has returned recently from a trip to Mississippi and Alabama, whither he went to look after the milling interests of the company.

Ben Braughton, formerly connected with the lumber firm of Braughton & Co. and more recently identified with the Braughton Mantel Company, died at his residence on Vance street a few days ago from pneumonia. He had been company recently brought in quite a good quantity of logs and will resume the operation of its mill immediately.

### Ashland, Ky.

News from West Liberty is to the effect that the Licking river is high and logs and loose timbers are running thick. This will be of much help to the people in the mountains.

A. J. Crowell, who has charge of the Dimension Lumber Company's plant at Logan, W. Va., has been at his home in Catlettsburg for a few days.

R. L. McElvane of Menifee county has purchased a boundary of land in that county from P. S. Parker, embracing over 5,000 acres. Two mills will be erected at once to make lumber and switch ties. Mr. McElvane estimates the yield will be 15,000 ties and between five and six million feet of oak lumber. The timber is mostly white and red oak, hickory and chestnut.

J. C. Cowan of Schultz Bros. & Benedict, Chicago, was among recent visitors to the local market.

W. H. Dawkins has returned from a week's visit to the East.

### Louisville.

The Stotz Lumber Company reports the demand for hardwood excellent, and says it is kept very busy taking care of trade. They have been

so busy, in fact, that they have been working their yard force the past week or two until 10 o'clock. Bad weather and bad roads are interfering somewhat with operations among the mills at country points. While they are not getting as much stock as they would if the roads were better, they manage to get a fair supply.

The Platter-Powell Company, which operates a modern band sawmill out in the Cabbage Patch, will put in a hardwood flooring plant in connection with his mill, expending \$25,000 on this addition. The head offices and the father of this institution is the North Vernon Pump & Lumber Company, North Vernon, Ind.

Sam W. Callaway reports the demand for ties and railway material active, but says the country roads are very bad, and it is impossible to get out lumber from country points with any degree of satisfaction.

### Minneapolis.

Osborne & Clark, the well-known Minneapolis wholesalers, are shipping out northern white oak at a great rate to the country yards. They had a stock of 1,500,000 feet of two-inch and thicker the first of the year, and have been adding to it right along, but it is now beginning to run low. Other dealers are depending on southern stock, prices of which are steadily advancing. The retail yard trade is very active and both wagon stock and flooring are moving in large quantities. The factories are not buying large quantities, but are responsible for a constant demand that is reducing stocks to a low point.

A. H. Barnard says the large consumers are all keen to fill out their supplies of raw material, and nearly everything in the hardwood line is becoming scarce in visible supply and stronger in price. Basswood he finds especially strong.

The McVoy-Riddell Manufacturing Company is the name of a new concern in Minneapolis which is manufacturing meat skewers, using maple and birch lumber, on an extensive scale.

Alexander Bohn, the urbane representative of the Waldstein Lumber Company of St. Louis, called on Minneapolis customers this week, and found things lively in the local market.

The Works-Everts Lumber Company is the name of a new concern which owns a large tract of timber near Bemidji, Minn., and will manufacture pine, spruce and white oak lumber. S. D. Works of Mankato, Minn., is president and G. W. Everts of Minneapolis secretary of the company, which has general offices here.

A. F. Hein of the John Hein Lumber Company, Tony, Wis., was in the city a few days ago. He reported that in that section they had been able to get out about the normal amount of logs.

A surprising cold spell which came on about March 10 has been a great help to most of the hardwood camps in Minnesota and Wisconsin. The roads had become so soft that many logs were left unhandled. One of the longest frozen spells the winter has seen is just breaking up, and it has put ice roads in shape again so that about all the logs cut have been taken out. It has been a poor winter for logging and work has been expensive, but the late cold snap has in a measure saved the day. The output will be short, but not such a log famine as lumbermen feared.

E. Payson Smith of the Payson Smith Lumber Company has gone on a business trip to Alabama and Tennessee, a journey which was interrupted some weeks ago by an attack of illness. Mr. Smith is quite well again. A. S. Bliss of the same company reports a lively demand for about everything they carry in stock, at prices somewhat advanced.

### Wausau, Wis.

The Wausau, Wis., Lumber Company, near Rib Falls is running night and day, another crew having been put on recently. The company's old mill at Edgar is running time and a quarter.



The hardwood trade of this section was never better than at the present time. A most active demand exists and lumber is being taken up as fast as it is turned out. Just now the condition of the country roads is such as to make hauling almost impossible, and the delivery of stocks at points of distribution is retarded. The indications are that business will continue brisk throughout the year. Prices are firmly maintained all along the line, oak showing up as strong as ever, and good lumber being in sharp request. Furniture manufacturers and other consumers are buying freely. Even the lower grades of lumber have been affected by the general price advance. The foreign market is receptive, and while as a general rule prices are relatively lower than on this side, a noticeable advance has taken place and consumers are buying with greater freedom. Ash is active, finding many takers at home and being also sought in the foreign market. Present values stimulate production, and mills are turning out large stocks of it. The competition among buyers is still brisk, many firms having men out in search of supplies.

One of the most striking developments in the hardwood trade is the advance made by poplar, both as to demand and price. The demand from abroad is also reported quite active, although it is alleged that manufacturers are shipping lumber abroad at relatively low figures in order to steady the market at home.

The domestic demand for walnut is still quite active. Of course, the supply of desirable stocks is never ahead of the demand. Prices are firm enough to stimulate the holders of lumber and logs to bring them out. The foreign trade continues to absorb large quantities of walnut, with prices rather improved and the consumer in a mood to make concessions. The local requirements for mahogany continue. All other divisions of the hardwood trade are in satisfactory shape, while the future presents a very promising aspect.

Continued bad and snowy weather has put a damper on the local yard trade. The yards were pretty well stocked before March 1, and the weather has held back building operations so that retail trade has been small; and they have bought little. This is a purely local feature of the market, however. Behind the enormous volume of inquiry that is pouring in upon whole salers a big year's business is anticipated by every well-posted wholesaler in the city.

The feature of the building situation is the large number of houses which are scheduled for spring building, a large proportion of which are of the better types costing from \$8,000 to \$40,000.

Four skyscrapers have already been announced for this summer, and the contract for three of them has been let. A considerable amount of warehouse building is on the boards, and the prospects for a good trade in heavy oak timber for such structures are excellent. Just how much buying the railroads and coal companies are going to do depends largely on the settlement of the coal strike question. As it appears now there will be no strike and Pittsburg wholesalers are jubilant.

The market for hardwoods is being sustained much better than for other lines of lumber. Prices are firm. The variety of inquiry is large and indicates a broad field of buyers. For several weeks oak has led the market. The minor hardwoods are, however, in active demand, with chestnut and maple deserving of special mention. Both these woods have been selling well, the former at the seller's own price.

The local situation still remains very strong. There are comparatively few large trades noted, but there is a multitude of small transactions which makes the aggregate handling during the past fortnight very large. The foregoing statement is true of both northern and southern hardwoods. Oak still maintains the foremost position in the market. Everyone is seeking it, and few turn down any stock they consider a reasonable offer. It is generally recognized that oak is in very short supply and that there will be very little more dry stock offered before midsummer. Some few concerns are well entrenched with good stocks of this wood, but the majority are dealing from hand to mouth. There is a good deal of trading being done between jobbing houses at advanced prices to supplement broken lines, and it is probable that more lumber is being moved to eastern trade centers from the south now than for a long time.

During the past two weeks the hardwood market has shown improvement. Inquiries with most wholesalers are more frequent and for larger quantities than a month ago. In a few cases wholesalers state that they have not noticed a great increase in the actual business transacted as yet, but all are confident that the spring business will be fully up to expectations. The furniture manufacturers in this section are busy and are frequent buyers of hardwoods. The manufacturers of doors are also in the market for supplies. The export demand has shown a material increase during the past month, in some instances larger than it has been for several years.

There is a good demand for plain oak and offerings are small. Prices are firmly held. Material improvement in the demand for quartered oak is reported, and prices on inch ones and twos have advanced over those of a few months ago. Brown ash is in excellent demand and offerings are not large. Prices on southern white ash are firmly held and stocks ready for shipment are reported lower than those of brown ash. The offerings of cherry are small with the demand brisk. Walnut has been in good request from the domestic trade right along, and during the past week has been in decided demand from abroad.

The call for maple flooring corresponds very well with the season of the year, and prices are firmly held. Whitewood is firmer, but the demand is not large. It is reported that there is an inquiry for cottonwood squares as a substitute for whitewood. The reports from the southern whitewood mills have been handicapped in getting logs during the winter, owing to bad weather. Stocks in the local yards are of fair size, but if they were

It is reported here that the demand for hardwoods has increased steadily during the past fortnight and the outlook for a large and profitable spring trade is excellent. While February is ordinarily not an active month in building circles the volume of projected work filed shows a considerable increase over that of February, 1905.

In regard to hardwood stocks, poplar, oak, ash, chestnut and birch seem to be in greatest demand, but the whole list is moving very freely with offerings only nominal and prices very firm with an upward tendency. The supply of planed oak is by no means plentiful. This same applies to birch and chestnut. There seems to be sufficient poplar, but no excess which might lead to crowding the market. Birch had a phenomenal demand last year, and the steadily increasing demand for mahogany is forcing birch along at a rapid rate. The mahogany and foreign cedar market has never been on such a high price level as at present, cedar running up as high as 10 and 11 cents a foot with available supplies very short. Basswood is only in fair call, and at prevailing prices it would seem that buyers are missing an opportunity in not laying in good stocks of this wood. Ash is active and prices firm, both brown and white bringing the same price. Quartered oak is still slow, and there is ample stock for current wants. Maple is only in fair call, the greatest demand being for thick stock. Beech is increasing in use right along for heavy plank purposes.

The wholesale local hardwood situation is in good shape. From the conditions at mill points, as reported by returning buyers, everything seems to point to a stiff and advancing market for the balance of the year.

The local hardwood market continues good. Although it is between seasons, prices are firm and conditions better than at corresponding times in former years. Most of the local dealers have their yards well supplied, but, compared with other seasons, there is a noticeable scarcity of hardwoods, especially good chestnut. A heavy boom is expected in the spring, and there is a tendency on the part of many to hold back for higher prices. All the mills controlled by Philadelphia dealers are running at full capacity and, in spite of the recent severe storm, no complaint is made about shipments.

Chestnut and red oak lead, and cypress is also in good demand. There has been a general stiffening in poplar, and an active call for maple flooring. Considerable interest has been caused by inquiries coming through the retailers for a big order of stock to be used at Bristol, Pa.

The high prices at this season of the year are generally looked upon as a prediction of a still



**Buffalo.**

The hardwood trade in Buffalo and vicinity is active. The demand is brisk and prices for practically the entire list are firm. It is true that basswood and elm are still quiet, but they are improving and promise to sell freely before long.

There is a change for the worse in white ash, which has lately become so scarce and it is feared that the end of it as a wood meeting its demand is very near. Unless a better supply is found soon it will join black ash as an occasional wood in the regular market.

Oak is rather stronger, if only on account of the scarcity of chestnut. Prices are higher, so that dealers who have been complaining of the low values are now in a measure satisfied. Logs are as high as ever and lumber must remain up to command a profit.

There is still much activity in poplar and cypress, mostly on account of the high price of softwoods, pine. It is hard to get a full supply of them and the railroads are about as slow as the selling yards. It is hoped that the prices will not go so high that the northern consumer will drop these woods, as he did poplar some years ago.

Everybody wants cherry, but it takes an expert to find enough of it to make an all-round stock. Walnut is still scarcer, but there is a little of it here. Dealers in gum and cottonwood say that there is a better market for them south than there is here.

**Detroit.**

While hardwood manufacturers seem to feel that they ought to get a share of the benefits arising from the boom conditions with which all kinds of construction woods have been favored, it is nevertheless a fact that many of the hardwoods are still hard to sell, and prices by no means satisfactory. This is especially true of soft maple, thick hard maple, birch, soft elm and beech. No honest observer of the hardwood market in this vicinity can deny that the above woods are in no better position than two years ago, while elm is decidedly worse off than for some years. As stated in these reports recently, there has been an improvement in cull hardwood, which is now being used to some extent for construction purposes.

**Saginaw Valley.**

Hardwood lumber is firmly held and there is a good movement for the season. A good deal more has been doing in maple than last year, and flooring manufacturers have secured good stocks, while the local factories are all busy. Two flooring plants north of Bay City are doing a good business, the product being shipped through here, and about 12,000,000 feet of maple stock for conversion into flooring is shipped from Grayling to Detroit. Another flooring mill is expected to be built at Johannesburg this season. Prices for maple are regarded as satisfactory and the flooring men are reporting a good trade. A good deal of maple cut here goes into agricultural implements and some into furniture. Ash is always firm and the quantity available limited. There is also an improvement in beech and birch, both in price and demand, and a good movement is looked for when the spring opens. A good deal of beech goes into flooring and screens and it has worked up quite a standing in these lines. Elm has been a little slower, owing to the slump in the cooperage business the last year, but it is showing up better now.

Some ten million feet or more of basswood goes into woodenware stock on this river, there being two of the largest woodenware plants in the world in the valley, and large quantities of basswood are handled by local lumber dealers in addition. The market for this wood is materially improved.

There is no excess in dry stock of any variety of hardwood, and the market conditions all along the line are healthy.

**Indianapolis.**

The demand for hardwoods in this market still remains firm, while prices are steady. Many of the dealers report limited supplies of dry stocks on hand, but so far they have been able to furnish lumber for all buyers, no matter what kind was demanded.

Until the past ten days the weather has been pleasant, but one of the biggest snows of recent years fell last Sunday and was followed by another in a couple of days, almost as heavy. This has naturally had its effect upon the lumber situation. Building operations, which have continued practically uninterrupted all winter, both in Indianapolis and other cities of the state, were temporarily suspended. But within a week or so they will be resumed with increased activity. In Indianapolis just now there are probably more large buildings under course of construction or to be begun than at any corresponding period in the city's history. It is predicted by architects and others acquainted with the trade that operations this year will keep well up to the high standard set last year.

In view of the splendid conditions in the city's building industry, Indianapolis lumbermen are holding decidedly optimistic views for a good business in their line this year.

**Bristol, Va.-Tenn.**

Trade conditions continue good; in fact, it seems to be the consensus of opinion among local lumbermen that 1906 will be one of the best years in the past decade. It is declared by those of experience that present conditions foreshadow a business which they believe will be very satisfactory to all. The demand is brisk for all varieties of hardwoods and prices are well maintained.

**Cincinnati.**

The hardwood market continues in excellent shape. The demand during the past fortnight has been gradually improving—a characteristic of the market for the last two months. Reports received from mill points in Kentucky and West Virginia are to the effect that logs are running heavily, owing to good tides. These logs will be cut immediately and a large percentage of the timber sent to this market to relieve the shortage in yard stocks. A strike of plumbers and kindred tradesmen is a possibility, but otherwise the labor situation is rosy, where in past years April has been ominously awaited by the hardwood trade.

Prices of all hardwoods remain firm, with a tendency toward a higher level. There has been some improvement in the export trade, but the greater part of orders is from domestic sources. Plain oak in desirable thicknesses has maintained its position as the best seller and with available stocks hard to find sales have been made at fancy prices. Common oak has been rather quiet and prices have not kept pace with the values of the better grades of plain oak. The higher grades of quarter-sawn oak were in excellent request and continued paucity in the supply resulted in a strong position for these grades. Lower grades of white oak have had only a fair call and no more can be said for quarter-sawn red oak. However, stocks are in strong hands and buyers have had to meet former figures to secure stocks. Cypress, ash and chestnut have sold readily at top prices. The movement in cottonwood has been brisk and though it is less difficult to get unbroken supplies in large quantities quotations reflect a very strong market. Red gum has been in urgent request for all grades and prices exhibited a hardening tendency. The poplar situation is favorable; no trouble being reported in getting buyers for the offerings at sellers' figures.

**Chattanooga.**

A sufficient supply of dry stocks is the dilemma which confronts lumbermen in this city. The situation is becoming serious and causes lumbermen no little worry. The famine is attributed to the bad roads, the scarcity of cars

and the fact that there has been no logging tide to speak of on the Tennessee river since last June. There is now, however, a light tide in the river due to the recent rains, and it is hoped that the situation will be relieved somewhat.

**St. Louis.**

Hardwood market conditions here are improving steadily. The demand exceeds the supply, and nearly everything in the hardwood line is favored with a pretty steady call. In truth, local dealers have nothing to complain of on the score of demand, which is quite as large for some classes of stock as can be conveniently handled. There is promise of a much greater activity, when the weather conditions are better. The receipts of February while they showed improvement over those of January are a little disappointing, and this condition will prevail until they have better weather at the mills. Under such conditions local dealers are not pushing business, as they are persuaded that there will be demand enough later on for everything they can furnish.

**Nashville.**

In spite of the fact that large quantities of lumber have been brought down the Cumberland during the recent heavy tides, stiff prices still maintain in practically all lines, and as fast as the timber arrives it is readily taken at market prices. It is estimated that 6,000,000 feet of timber have been brought down during the present season, most of it being oak, chestnut and poplar. When it is figured that some of the big lumber plants here use 50,000,000 feet a year it can readily be seen, however, that what has come down the Cumberland recently is not a "drop in the bucket" compared to the sum total that is being brought into Nashville. The local market remains quite active. The demand for low grades of timber has cleaned the market in that particular. Even the local box people are skirmishing after stuff. Nashville is now shipping low grade stuff to people who have heretofore been using cheap northern stocks, such as basswood and pine. Plain oak is reported as booming and all available dry stock is sold. Chestnut is quoted at top prices. If any wood could be said to drag at all it is quartered red oak. If the prices on plain red oak advance much more, however, the price will equal the present asking price of quartered red. It looks as though quartered red at present values will prove a good investment for dealers. The cold weather has not served to deter building operations to any great extent and the local mills are all working overtime to get out their finishings. The outlook for renewed activity in the building line is most promising.

**Memphis.**

Hardwood conditions in Memphis are healthy, according to both manufacturers and wholesalers. The foreign trade is showing improvement, but the best demand is from domestic consumers. Stocks of dry lumber are generally much lighter than they have been for years at this season, and this, together with the excellence of the demand, is making for higher prices. There have been heavy rains throughout the Memphis hardwood territory during the past few days, which have interfered to some extent with production. Most of the mills are operating full or part time, and altogether the rate of production, barring the handicap already referred to, is in excess of that of February.

Ash and cypress are regarded as among the best sellers of the list. There is no considerable quantity of either available for immediate shipment, with the result that excellent prices are obtainable. All grades of these woods are scarce and all are in good demand.

Plain oak continues an excellent seller at the recent level and offerings are very light. The higher grades are in better demand than the lower. Quarter-sawn white oak in the higher grades is a moderate seller at steady



and there is no improvement in the demand for the lower grades of this wood or for the grade of quarter-sawn red. The testimony of the study of the trade may be taken as follows: Offerings of quarter-sawn stock in all grades are not large.

Cottonwood is firm in all grades, with a particular good offering No. 1 and No. 2 box material, though the difficulty is experienced in getting a good assortment of seconds. There is a good demand for the quarter-cut of cottonwood, and many other things are being offered in this section. This has resulted in a scarcity of both actual and prospective holdings, while the market is excellent for all purposes. Prices are firm and show a slight tendency. Some manufacturers advise that the present feeling is not good.

Hardwood is a lumber better than saw to ship, the market is not so good. This time of the year.

Quartersawn lumber is in good demand, and is a lumber for the season. Buyers are getting the quartersawn lumber, but they are not getting the stock, and are getting the stock where they find offerings satisfactory. Prices are firm and show a slight tendency. Poplar is a lumber for the season, and steady on the market.

#### Rhinelander, Wis.

There is hardwork in the lumber market, and prices have been going off for a week or so, and only low and medium quality present. Shipments of lumber are still going forward on the last, some to the coast. Trade this year has been mainly with the agricultural implement and wagon factories, while the furniture and planing mill demand has been light, only a few cars being purchased now and then, to fill in a gap, and there has been no buying for the purpose of stocking up. Birch is moving about as well as any other wood and is shipped over a wide range of country, but is not in very great demand in large quantities at any one point. Lumber from Buffalo on good cuts have been received, and it is likely that considerable birch will go east by next year. Thick birch, especially one and a quarter and two inch, is scarce, and prices are firmly held. Three inch birch, which was a drag on the market last year, is picking up and moving with some freedom.

Thick maple, inch and a quarter and up, has been selling well all winter. Inch maple is being picked up by the flooring factories at very low prices. Basswood has been selling well, and there is very little left on hand day. A curious fact about basswood is noted in the prices on grades as follows: First and second, \$29; No. 1 common, \$17.50; a drop of \$11.50 per thousand feet, and No. 2 common, \$14, only \$3.50 less than No. 1. This is also true to some extent of birch, though not so marked. All dealers complain that No. 1 common birch does not sell well in inch, although in one-quarter and one-half inch it does. Spruce is box companies are cutting for No. 3 birch, but the supply of this is small. They do not want to pay a little more and take No. 2 common, which is in good supply. The prospecting of the grade two months ago from the coast for grade of wood, which was a drag on the market last year, is picking up and moving with some freedom.

Red oak is pretty well in demand, and is very scarce, and only one lot of it is being offered in very little in this state and that is scattered in all localities. The veneer companies pay \$25 per thousand feet, and the rest of the grade is in good supply. The prospecting of the grade two months ago from the coast for grade of wood, which was a drag on the market last year, is picking up and moving with some freedom.

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#### Ala. and Ky.

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staken, and lower than they were ever known in this section.

A recent tide in the Sandy Guyandotte and Big rivers will throw a small output of logs in the market, enough to last the mills probably a month, but the rains are not general and did not reach the heads of the streams. The Guyandotte will put out probably 15,000 logs and the Big Sandy several hundred more.

There is a big building boom in this section and all kinds of timber and builders' supplies are in great demand.

#### Louisville.

Hardwood dealers are putting the yellow pine people on the rack, and saying, "Just keep at it, you are doing us good, too, and we don't care how high you put the prices of yellow pine. Now, before saying is in excellent demand, but rather scarce. In fact it is more trouble to find stock than it is to sell it, and it is getting to be something the same with the entire hardwood list. The demand is increasing and prices improving, so that manufacturers and dealers do not have to put forth much effort to sell stock, but must spend their energy in so doing enough to supply the demand. This applies to practically everything from ties to quartered oak, and not only takes in red gum, but makes tulip, box up again. Apparently everybody is looking for stock and the prospects about seem to indicate a hard scramble before summer. The local millmen say there are logs up the river, but those back in the woods are not being brought out with any degree of rapidity, which indicates that the spring drives will be rather light. The country mills are up to the hubs in mind, so that production and shipments are seriously handicapped, while the demand is improving right along, especially in poplar and in plain sawed oak.

#### Minneapolis.

Dealers here are receiving many good orders for flooring from northwestern points, and maple is a stronger feature on the market than usual. Oak is still the leader in demand, however, and great trouble is found in delivering stock. Only one firm pretends to carry any northern oak now and others are getting the southern variety as they can to supply the demand for wagon stock and other items in the mixed car trade, as well as the factory trade, which will take oak at almost any price, provided the seller is able to guarantee delivery.

All northern hardwoods are becoming scarce, with the exception of birch, which bids fair to last until now stock is ready for shipment. There is no surplus of this wood, however, and it is held in strong hands, so prices are noticeably firmer. Basswood is becoming decidedly scarce in all grades. Culls are advancing as a result of almost total depletion of dry stock and a heavy advance in low-grade pine boards. As for elm, ash and other factory lumber the consumers have canvassed the situation somewhat and are now in the market for any offerings. Rock elm is especially strong. Dealers are not forcing sales, but are holding on to the scarcer items, and are not disposed to make prices where a concession is asked. The sash and door people, who have been good buyers, and were are having a slack season with their special work just now, but are keeping their eyes out for stock, and in another month or two will be using large quantities of hardwood again. The spring building plans are the heaviest in the market, so the frame cases and great quantities of interior finish will be used locally in the next few months.

#### Liverpool.

A recent tide in the Sandy Guyandotte and Big rivers will throw a small output of logs in the market, enough to last the mills probably a month, but the rains are not general and did not reach the heads of the streams. The Guyandotte will put out probably 15,000 logs and the Big Sandy several hundred more.

gone into consumption at tall values. Arrivals of coffin planks have been heavy, especially of medium and inferior qualities, but prime planks of good specifications are in demand. The import of walnut logs has been light, and full values have been paid for all grades. Planks and boards have also arrived moderately, and prices are firm. Whitewood logs of good size and quality find ready sale, while in planks and boards the market has been stocked with medium and inferior qualities. Round ash logs have come forward sparingly and principally on contract. The demand is good. Round hickory logs have arrived plentifully, and values remain unchanged. Prices of staves are easier owing to a falling off in demand, and the import has been heavy. In the various kinds of mahogany prices for good specifications have been well maintained. Nicaraguan African, Mexican, Honduran and Guatemalan, and arrivals, of sound and desirable sizes, would come to a welcoming market.

John H. Burch & Co.'s wood contract was that round ash logs have arrived on contract in considerable quantities and that clean second growth wood of good lengths for bending purposes continues in good request. The import of black walnut logs up to date has been about two-thirds what it was at this time last year, when supplies were much too heavy. Supplies of black walnut lumber have again been excessive, amounting to three times the quantity imported last year, and shipments should be strictly curtailed for some time. Hickory logs have arrived plentifully, and are now too heavy, so that the drop in prices anticipated last month has become a reality. Quartered oak stock of wide average is in good request, but narrow sizes are neglected. Supplies of plain boards in all grades are being overdone, while cabinet planks of prime quality meet with ready sale. Prices on oak coffin planks have declined and shipments should be curtailed.

#### London.

The market here may be said to be gradually improving and buyers are taking advantage of the cheapness of stocks in the docks which are rapidly being depleted. Arrivals are light and now that the shipping companies have made no for lost time, by bringing along the stocks that have been waiting for shipment for some time past, it will be possible to sell how far buyers will go in order to pay the higher prices now asked for stocks to arrive.

Plain oak is still eagerly sought. Supplies are light and good prices are paid for stocks that are required, such as 1 1/2, 2, 2 1/2, 3 and 4 inch planks.

The slightly better demand for quartered oak still continues, but it is difficult to get any advance in price.

Whitewoods, in prime, clear saps and culls, are in good demand, but buyers are not paying the advance in prices eagerly.

Satin walnut stocks are not heavy and parcels arriving are going into consumption direct.

There is a good demand for tough ash in plants and logs.

Walnut is conspicuous by its absence, but the demand is not great, as this wood is not in favor at the moment among furniture makers, plain oak and mahogany taking the fancy of buyers.

Churchill & Son's wood circular announces that arrivals of mahogany in London were light the past month and that important sales were made both at auction and by private contract. Most active demand continues for wood of medium size, and there is a slight improvement in the inquiry for small logs. Black walnut logs, if good and sizable, would sell well, but for small sizes the demand is not so good. Plank and boards are in good request, with light stocks. Whitewood logs, if large and prime, would meet a ready sale, but for inferior wood there is no sale. The demand for planks and boards of good prime material is not so good, and the market is not so active.

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plants with ade-  
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years timber supply  
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For List of Members and further information Address

**HARRY RANKIN & COMPANY**  
KANSAS CITY, MO.



## Wanted and For Sale -SECTION-

Advertisements will be accepted in this section on the following basis:

For one insertion	20 cents a line
For two insertions	35 cents a line
For three insertions	50 cents a line
For four insertions	60 cents a line

Eight words of ordinary length make one line. Headings counts as two lines.

No display except the headings can be admitted.

For full rates and conditions of order, see advertisement in this issue.

### EMPLOYMENT WANTED

#### WANTED POSITION AS BUYER

A graduate of a college with good record. Address: BOX 21, Cowan, W. Va.

#### POSITION AS BOOKKEEPER.

Wanted a position by young man 25 years of age, well acquainted with grades of hardwood lumber. Can give good references. Address:

"WORTH," care HARDWOOD RECORD.

### EMPLOYEES WANTED.

#### INSPECTOR WANTED.

Wanted a man with National hard wood inspection license. State experience and wages wanted.

GEORGE CRAIG & SONS, Winterburn, W. Va.

#### WANTED.

Looking for estimator and correspondent; must be a man with some experience in estimating and soliciting special mill work orders by correspondence, such as store doors, show sash, frames, sash and glass and other mill products, by St. Louis, Mo., firm. State experience and former employers. Address:

BOX 121, care HARDWOOD RECORD.

### LUMBER FOR SALE.

#### FOR SALE.

For sale 4 1/2 Oak and Poplar lumber. Address: THE LUTHER B. LUMBER CO., Cincinnati, O.

#### COLONIAL COLUMNS.

We have 100 ft. columns with parties who handle columns and small turned work.

A. A. SMALL, Clinton, Miss.

#### WANTED TO SELL.

Wanted to sell a lot of gum and other products. Address: W. H. B. LUMBER CO., 200 N. 1st St., St. Louis, Mo.

#### FOR SALE—CANADIAN HARDWOODS.

200,000' 3" and 4" Common and Better Birch. 100,000' 3" and 4" Common and Better Birch. 95,000' 3" and 4" Common and Better Birch. 200,000' 1, 2 & 3 Com. & Bet. Hard Maple. Address: THE LUTHER B. LUMBER CO., Hamilton, Ont.

### LUMBER WANTED

#### WANTED.

Wanted a man with National hard wood inspection license. State experience and wages wanted. Address: THE LUTHER B. LUMBER CO., Cincinnati, O.

#### WANTED—OAK BALUSTER STOCK

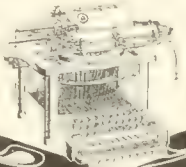
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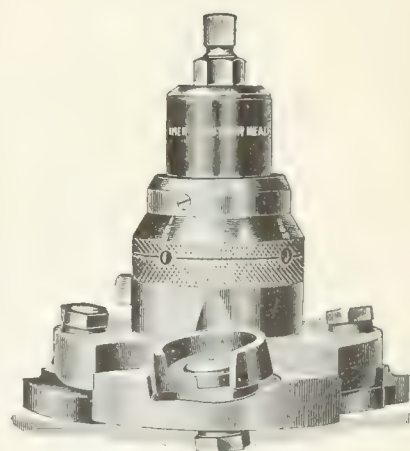
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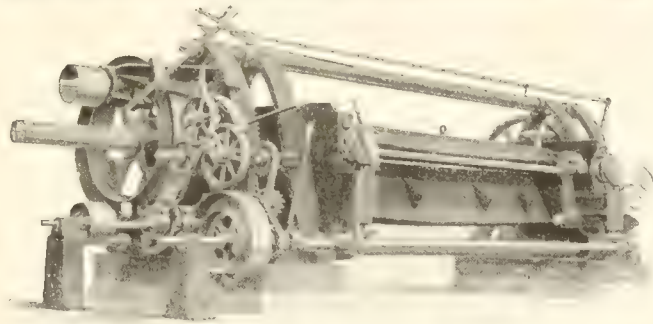
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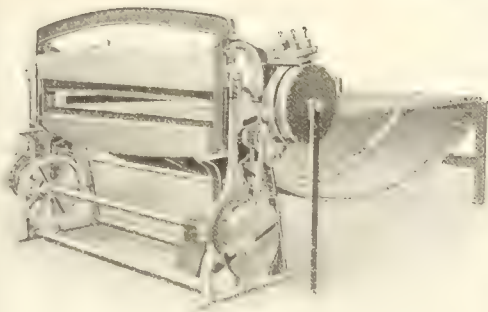
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Chicago  
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Fig. 5053. Without Extension Front.

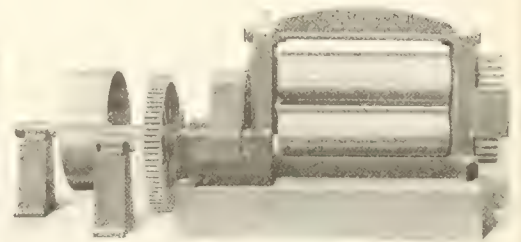
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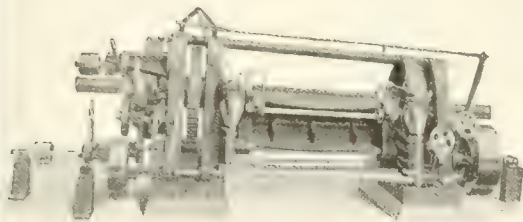
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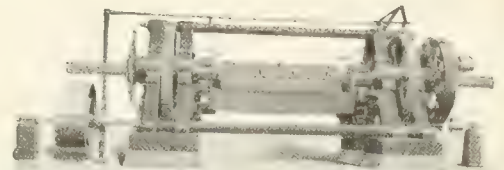
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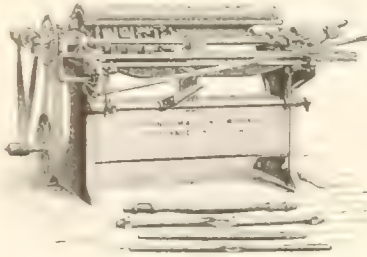
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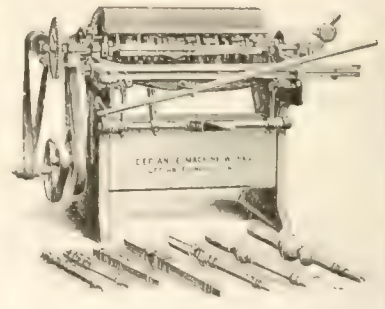
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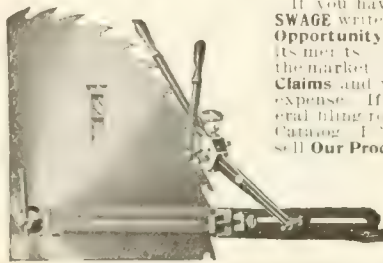
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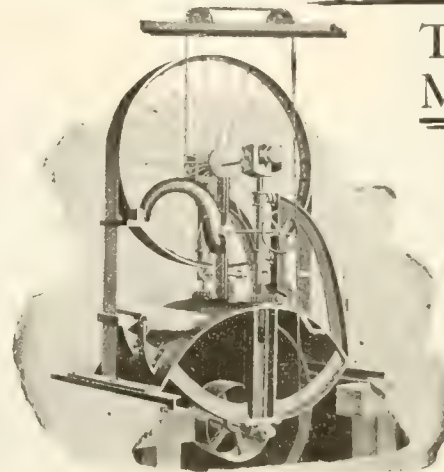


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If you have never used a **HANCHETT SWAGE** write us and we will give you an **Opportunity** to become acquainted with its merits. We claim it is the **Best** on the market. If it does not size up to our **Claims** and your **Needs** return it at our expense. If you are interested in general filing room machinery write us for Catalog 1. It will interest you. We sell **Our Product** on its merits.

**Hanchett Swage  
Works**

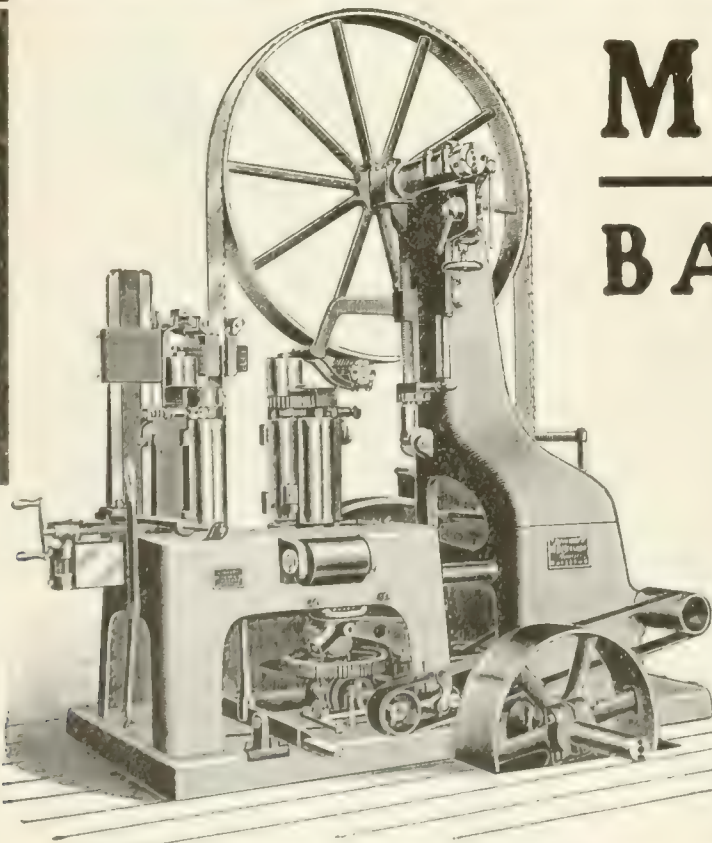
BIG RAPIDS, MICH., U. S. A.



### Ten per cent More Profit

The profits of a saw mill can readily be increased ten per cent by using a band mill instead of a rotary. The price of this mill with six foot wheels for saws eight inches wide is readily within the reach of all. It cuts smooth and perfect lumber and has a capacity of 25,000 feet to 35,000 feet per day. It runs with less expenditure of power than a rotary and puts only half as much of the log into saw dust as does the circular saw.

**PHOENIX MFG.  
COMPANY,**  
EAU CLAIRE, WIS.



# MERSHON

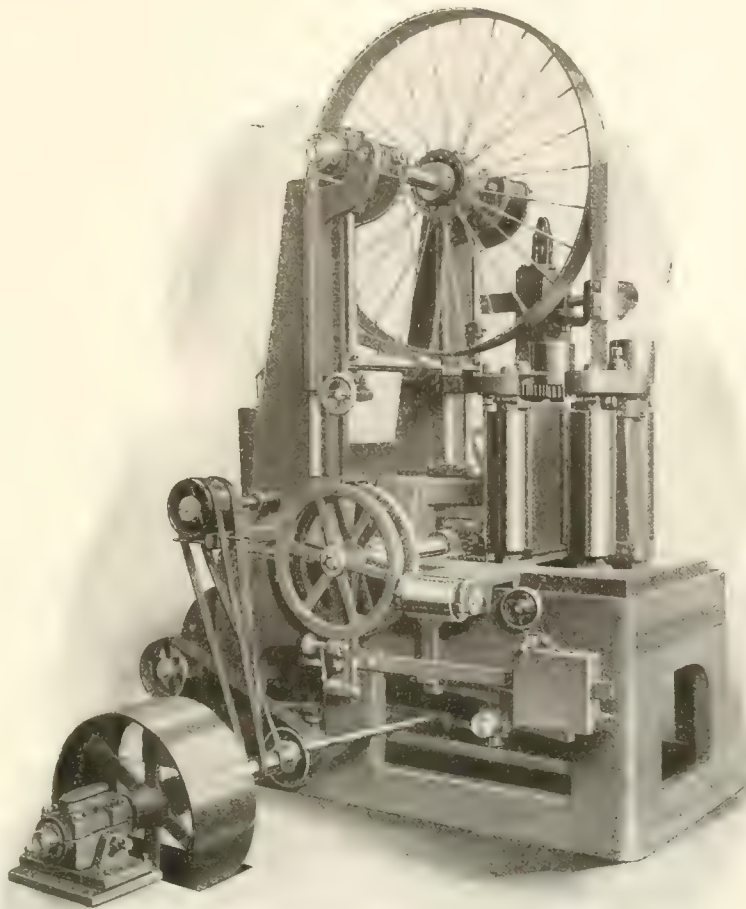
NEW STANDARD 60-INCH

# BAND-RESAW

An extra heavy, simply constructed and powerful machine, especially adapted to resawing green hardwood cants, unedged plank, or for medium to extra heavy planing mill resawing.

**The Mershon Company**  
SAGINAW, MICHIGAN

Illustrated Catalogue of Our Complete  
Line of Band Resaws, Pony Band  
Mills and Band Edgers on Request.



## Having Trouble With Your Band Saw Blades?

Send for a copy of our Band Saw Book, which contains an illustrated treatise on the care and operation of Band Saws. The illustrations on filing show a filer actually using the tools. The book is just as valuable as the kind you buy for \$1.00. You may find some good suggestions in it. We'll send it free if you are interested. What is your address?

## The Berlin Machine Works

BELOIT, WISCONSIN, U. S. A.

Branch Offices New York Chicago San Francisco Seattle Boston New Orleans





OFFICE OF

*Shultz Belting Co., St. Louis, Mo.*

THE above is a photograph of a 24" double *Sable Rawhide Belt*, made by Shultz Belting Company, which has been in use for *twenty-five* years in the plant of *The Pioneer Cooperage Company* of St. Louis. Lately they needed more power and we replaced it with a 36" double *Sable Rawhide Belt*. The old belt is still good, and will be used as a drive belt in one of their other mills. The belt was taken up four times in twenty-five years.

Your belting bills will be less by the year if you use *Shultz Sable Rawhide Belting*. You'll get longer life for one thing, because the long, pliable fibers of the Rawhide are not broken or separated in the tanning. You'll get greater pliability with a minimum of stretch and at least one-third more power—because we produce a kid-like surface that makes the belt *pull*, even when running slack. As this belting is tanned on the surfaces only, you have strength and pliability, which is the reason of its long life.

111 Chambers St.  
NEW YORK116 North Third St.  
PHILADELPHIA114 High St.  
BOSTON

## THE SAWS OF QUALITY

Material, Temper, Workmanship

PERFECT

THE SAWS FOR YOU

WRITE FOR QUOTATIONS

E. C. ATKINS & CO., Inc.,

HOME OFFICE AND FACTORY,

INDIANAPOLIS, U. S. A.

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ATLANTA,  
CHICAGO,  
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MINNEAPOLIS,  
NEW ORLEANS,  
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TORONTO, CANADA.

PORTLAND,  
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WE ARE ALWAYS IN THE MARKET FOR



# HARDWOOD LUMBER

PLAIN AND QUARTERED

## O A K

A SPECIALTY

WE BUY MILL CUTS

## SOUTHERN OAK LUMBER CO.

707 Chamber of Commerce  
CHICAGO



# INDIANA



WHERE THE BEST HARDWOODS GROW

THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

White Ash

Poplar

Black Walnut

Cherry

Sycamore

Red Gum

Hickory

Beech

Maple

Veneers of

Indiana Hardwoods

## PERRINE-ARMSTRONG CO.

Long Timber up to 60 feet—Hardwood Specialties

The largest Band Mill in Indiana.

FORT WAYNE, IND.

## J. V. STIMSON

All Kinds of Hardwood Lumber Manufactured

HUNTINGBURG, IND.

## YOUNG & CUTSINGER

Manufacturers and Wholesalers

Our Specialty Fine Figured Quartered Oak

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## CHARLES H. BARNABY

Manufacturer of Band Sawed Hardwoods

Quarter Sawed Indiana White Oak a Specialty

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Our Specialty Quartered Oak and Sycamore

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Quarter Sawed White and Red Oak a Specialty

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## MALEY & WERTZ

Manufacturers, Wholesalers and Exporters of Hardwood Lumber

EVANSVILLE, IND.

## NO. VERNON PUMP & LBR. CO.

MANUFACTURERS AND DEALERS

Would Like to Figure on Your Hardwood Requirements

Send for Stock List

NORTH VERNON, IND.



# CLEVELAND

HARDWOOD DISTRIBUTING CENTER OF NORTHERN OHIO

## Do You Want It? What? Money?

What have you in lumber to exchange for it? We want particularly Plain Oak, Chestnut, Poplar, Basswood, Ash.

What Have You?

## The Advance Lumber Co.

13th Floor  
Rockefeller Bldg. CLEVELAND, OHIO

Members Office No. 26 Randolph Building

J. E. MEADOWS Mgr.

## MARTIN-BARRISS COMPANY

Importers and Manufacturers

### MAHOGANY

—AND FINE—

### HARDWOODS

## The King & Bartles Lumber Company

We want to move quickly the following  
stocks on hand at our Wisconsin yards:

21,145 ft 6 4 Log Run Rock Elm	3 cars 4 4 No. 2 Common Soft Elm
917 ft 5 4 Log Run Rock Elm	3 cars 4 4 No. 1 Common Soft Elm
896 ft 8 4 Log Run Rock Elm	35,000 ft 5 4 Log Run Soft Elm
30,000 ft 4 4 Log Run Rock Elm	12,000 ft 6 4 Log Run Soft Elm

SEND US YOUR INQUIRIES

CLEVELAND : : : : OHIO

## THE ROBERT H. JENKS LUMBER COMPANY

### FOR SALE

60 M feet 1" 1st and 2ds Poplar  
223 M feet 1" No. 1 Common Poplar  
125 M feet 1" No. 2 Common Poplar  
25 M feet 2" 1st and 2nd Poplar, 14" and up  
125 M feet 8 4" Sound Wormy Chestnut  
275 M feet 1" Sound Wormy Chestnut  
153 M feet 1" 1st and 2nd Plain White Oak  
85 M feet 1" 1st and 2nd Plain Red Oak  
125 M feet 1" No. 1 Common Plain Red Oak

**Quartered White and Red Oak.** We have a good assortment of dry stock, 4 to 4 inches thick. Your inquiries solicited.

**Plain White and Red Oak.** A limited amount of nice stock, ready for shipment.

## THE GENERAL LUMBER COMPANY

### HARDWOODS

HEMLOCK, YELLOW PINE.

COLUMBUS : : : : OHIO

## "ACORN BRAND" OAK AND BEECH FLOORING

The "Aristocrat" of Its Kind.

Made in Nashville, Tenn., the Home of Oak Flooring.

## NASHVILLE HARDWOOD FLOORING COMPANY

## JAMES THOMPSON & COMPANY

Wholesale

### Southern Hardwoods

Cottonwood, Gum and Cypress a Specialty

MILES: Office, Randolph Bldg.,  
Arkansas Mississippi Louisiana MEMPHIS, TENN.

## HICKORY

200,000 Pieces Hickory 1 1/2 x 1 1/2 and 1 3/4 x 2 1/4 square, 20 to 30 inches long  
Will sell in the rough or will manufacture into anything that you need.  
What do you need? Let us know.

The Canton Lumber Company, Canton, Miss.

# GRAND RAPIDS

LEADING HARDWOOD LUMBER MARKET OF MICHIGAN

## Thompson Lumber Co.

LIMITED

WE WANT PLAIN RED OAK

AND QUARTERED WHITE OAK

FOR SALE

Complete Stocks of

Michigan Elm, Birch, Ash and Basswood

IF YOU WANT THE KIND THAT IS

## AN EVERLASTING FLOORING

Buy "NICHOLS" Make

Of finest Maple that grows. Kilm dried, end matched  
steel polished, hollow backed, bored and bundled

Full Line of Michigan and Southern Hardwood

NICHOLS & COX LUMBER CO., Grand Rapids, Mich.

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

Northern and Southern **Hardwood Lumber**

MAIN OFFICE:

MICHIGAN TRUST CO. BUILDING

## Thos. MacBride Lumber Company

HEADQUARTERS FOR

## HARDWOODS

IN MICHIGAN

Michigan Trust Building, Grand Rapids, Mich.

## DENNIS BROS.

MANUFACTURERS OF

**Hardwood Lumber, Perfect  
Birch and Maple Flooring**

### DRY STOCK AT BARGAIN PRICES:

2 cars 5 4 Basswood, No. 1 Common and Better  
3 cars 5 4 Basswood, No. 2 Common and Better  
15 cars 4 4 Birch, No. 1 and 2 Common  
1 car 1x4 Clear Birch Strips  
2 cars 4 4 No. 3 Common Cherry  
60M feet 12 4 Hard Maple  
245M feet 8 4 Hard Maple  
40M feet 8 4 Hard Maple, No. 3 Common

Main Office :  
205-209 Michigan  
Trust  
Company  
Building

## VAN KEULEN & WILKINSON LUMBER COMPANY

Manufacturers and Wholesalers of

**HARDWOOD LUMBER and CRATING STOCK**

FOR SALE

Complete Stocks of Michigan Hardwoods - Maple Beech Birch Elm  
Ash and Basswood

## BOYNE CITY LUMBER COMPANY

BOYNE CITY

**MICHIGAN ROCK MAPLE and other HARDWOODS**

LARGE CAPACITY PROMPT SHIPMENTS RAIL OR CARGO



## J. S. GOLDIE

Cadillac, :: Michigan.

SPECIAL PRICES on 5 in. Maple Squares.  
Maple and Basswood Lumber.  
1 in. and 3 in. Northern Michigan Soft Elm.

INQUIRIES SOLICITED ON ALL HARDWOODS.

## DENNIS & SMITH LUMBER CO.

Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
**DETROIT, MICH.**

MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg,  
W. Va. McNutt Siding, W. Va.

## SOFT ELM AND ROCK ELM

FOR SALE BY

**The R. G. Peters Salt & Lumber Co.**

EASTLAKE, MICHIGAN



# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

MIXED CARS - EVEN GRADES - PROMPT SHIPMENT

## Wisconsin Hardwoods

### SPECIAL OFFERINGS:

No. 1 Common and Better Birch, Red and  
No. 1 Common and Better Basswood  
No. 1 Common and Better Hard Maple  
Also Fine Pine, Cedar Products  
and "SHAKELESS" Hemlock

**John R. Davis Lumber Company**  
PHILLIPS, : : : : WISCONSIN

**C. P. CROSBY, RHINELANDER, WIS.**

### Wholesale Hardwood Lumber

Hard Maple a Specialty in all thicknesses from 1 inch to 4 inch.  
Finest Birch in Wisconsin. Black Ash, Rock Elm,  
Soft Elm, Red and White Oak.

DIFFICULT AND MIXED ORDERS A SPECIALTY

**Marshfield VOLLMAR & BELOW Wisconsin**

## BASSWOOD, BIRCH

and other Wisconsin Hardwoods

Let us know what you are in the market for

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, - - - WISCONSIN

Saw and Planing Mill at Atlanta, near Bruce, Wis., on Soo Lines.

Manufacturers

## Wisconsin Hardwoods

PINE AND HEMLOCK

WRITE US FOR PRICES ON

1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH.  
1 INCH NO. 1 AND NO. 2 BASSWOOD.

1¾ INCH RED BIRCH.  
RED BIRCH FLOORING.

## North Western Lumber Co.

GENERAL OFFICES: EAU CLAIRE, WIS. MILLS AT STANLEY, WIS.

BAND SAWED

## Wisconsin Hardwoods

CAREFUL GRADINGS PROMPT SHIPMENTS

SPECIALTIES:

Inch No. 2 Common Birch

Inch No. 3 Common Birch

### NORTHERN STOCK

Hemlock  
Birch  
Basswood  
Rock Elm  
Soft Elm  
Ash  
Oak

### SOUTHERN STOCK

Quartered White and Red  
Oak  
Plain White and Red Oak  
Sycamore  
Poplar  
Cypress  
Gum

## PAGE & LANDECK LUMBER CO.

Wells Building - - - MILWAUKEE, WIS.

*Ingram Lumber Co.*  
WAUSAU, WIS.

## BASSWOOD, BIRCH

We cut four million feet of each annually  
Your inquiries and orders solicited

MILL AND YARDS AT INGRAM, WISCONSIN

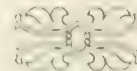
## Wagstaff Lumber Oshkosh

I WANT TO MOVE

500 M. ft. Good Log. Rule 4-1 Birch  
1000 ft. 1 Basswood 14 and 16 ft. 1st  
1000 ft. 2 Basswood 14 and 16 ft. 1st  
1000 ft. 3 Basswood 14 and 16 ft. 1st  
1000 ft. 4 Basswood 14 and 16 ft. 1st

Ask for Quotations on Choice Southern  
Red and White Oak.

## Hardwood Board Rules FOR HARDWOOD LUMBERMEN



## Best Goods, Prompt Shipment

Send your orders to the HARDWOOD RECORD, 320 Dearborn Street

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## The Keith Lumber Company

HARDWOOD, POPLAR & SOUTHERN PINE LUMBER,

MAHOGANY,

REDWOOD,

RED CEDAR,



CYPRESS,

CHESTNUT,

SPRUCE,

MAPLE FLOORING, OAK TIMBERS & WAGON STOCK.

Office and Yards: Fourteenth and Wood Streets

## THE WARD LUMBER COMPANY

MANUFACTURERS OF  
HARDWOODS

CHAMBER OF COMMERCE BUILDING CHICAGO

## NATIONAL LUMBER MFG. CO.

1019 Ashland Block

Manufacturers of Southern Hardwoods, Oak,  
Poplar, Hickory, Ash, Cottonwood, Gum, etc.

Band Mills  
Smithfield, W. Va., Jackson, Ala.

Circular Mills  
Kentucky, Tennessee

## Heath-Witbeck Company

### Hardwood Lumber

We have for quick shipment 170,000  
feet DRY BIRCH, First and Seconds  
and Common 2, 2½, 3 and 4 inch

Main Office and Yards: Loomis and 22nd Streets,  
CHICAGO

## A. R. VINNEDGE LUMBER CO.

WHOLESALE DEALERS IN  
HARDWOOD LUMBER

755 1st Natl. Bank Bldg. We are buyers of both Northern  
CHICAGO. and Southern Hardwoods

## CLARENCE BOYLE LUMBER CO.

Wholesale Dealers in **Hardwoods** Yellow Pine  
and Cypress

319 WEST TWENTY-SECOND STREET :: CHICAGO

WE solicit your inquiries and would be pleased to quote you  
on the following stock, which is in our Chicago yards:

1,000,000 ft 1 to 4 in Louisiana Red Oak  
press.  
500,000 ft 1 to 2 in Plain Oak  
50,000 ft 1 in Quartered Sawed White  
Oak  
80,000 ft 1½ and 2 in Birch  
50,000 ft 1 in Common Red Birch

5,000 ft 3 in 1st and 2nd Maple  
20,000 ft 2 in 1st and 2nd Maple  
40,000 ft 1½ in Yellow Pine Finish  
20,000 ft 2 in Yellow Pine Finish  
50,000 ft 1 in Yellow Pine Finish  
20,000 ft 2½ in and wider Yellow  
Poplar.

Also a good assortment of Yellow Pine Flooring, Ceiling, Maple Steps, Poplar  
Squares, 1½ inch Spruce Squares, etc.

## CRANDALL & BROWN

Yards and Office, 3300 Center Avenue, CHICAGO

FRED W. BLACK, President HORACE W. BLACK, Secretary  
**FRED W. BLACK LUMBER COMPANY**  
MANUFACTURERS OF  
**HARDWOOD LUMBER**  
305 Old Colony Building

## W. O. KING & COMPANY

Wholesale

**Hardwood Lumber**

Loomis St. Bridge

## HAYDEN & LOMBARD

WANTED—GREEN OR DRY, FOR PROMPT SHIPMENT:

50 M feet 1½ x 10" and wider 12 to 16" 1st and 2nd Poplar  
50 M feet 1½ x 8" and wider 10 to 16" Com. and Bet. Birch  
50 M feet 1½ x 6" and wider No. 1 Common and Bet. Ash

Will pay good price for Car Oak material  
Specifications furnished on application

511 RAILWAY EXCHANGE

CHICAGO

## Lesh & Matthews Lumber Co.

1649-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wis-  
consin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc.,  
from our Memphis yard. We are constant buyers.

I am in  
the market  
to buy

## Hardwood Lumber

Can handle the cut of one or two good mills  
on a cash basis. Send me your stock list.

**Charles Darling** ROOM 7001 MERCHANTS'  
LOAN AND TRUST BUILDING



## CINCINNATI

THE GATEWAY OF THE SOUTH

**BENNETT & WITTE**  
MANUFACTURERS OF SOUTHERN HARDWOODSTHAT ARE SOLD  
ON NATIONAL HARDWOOD LUMBER ASSOCIATION  
INSPECTION ONLY.Plain and Quartered . . . White and Red Oak  
Red and Sap GumCottonwood, Ash, Cypress, Poplar, Soft Maple, Tupelo  
Gum and Chestnut We cut Gum and Oak in Thick-  
nesses of to 4 inches EXPORT AND DOMESTIC

224 W. 4th Street, CINCINNATI, OHIO

Branch: 1301 2 Tenn. Trust Memphis, Tenn.

**WANTED** OAK, ASH, CHERRY and  
other HARDWOODSPAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE  
LELAND G. BANNING, Office: 5th and Main, CINCINNATIPoplar, Oak,  
Ash, Chestnut,  
Sycamore.**C. Crane & Co.**

We would like to buy

W. Va. Spruce.

2,000,000 feet Dry Oak

2,000,000 feet Dry Poplar

Pine and Elm

Mostly heavy stock.

Quotations Solicited.

MILLS AND YARDS  
CINCINNATI, O.

YEARLY CAPACITY

100,000,000 FT.

LONG BILL STUFF

A SPECIALTY

IN THE MARKET FOR

**OAK—ASH—POPLAR**

ALL GRADES AND THICKNESSES

**MOWBRAY & ROBINSON**

Office:

1219 West Sixth Street

Yards:

Sixth Street, below Harriet

**PLAIN OAK—BASSWOOD**Are what we want All thicknesses and grades Spot  
cash. send us list of your offerings with prices**DUHLMEIER BROS.,**

CINCINNATI, O.

**"BUY GUM"**We are in the market to buy  
dry Gum Lumber in any  
quantity, from a single car  
load to a million feet. Will  
take all grades and thick-  
nesses. We receive lumber  
at shipping point, pay cash  
and are liberal in inspection**THE FARRIN-KORN  
LUMBER COMPANY**General Office, Yards,  
Planing Mills, Dry Kilns,  
Cincinnati, Ohio  
Purchasing Office,  
Randolph Building,  
Memphis, Tenn.  
MENTION THIS PAPER.

GET A LINE ON OUR

Red and White **OAK** Qtd. and Plain

ALSO POPLAR CHESTNUT WALNUT ETC

**JOHN DULWEBER & CO., CINCINNATI, OHIO****L. W. RADINA & COMPANY**

Correspondence Solicited with Buyers and Sellers of All Kinds of

**HARDWOODS**Wanted for cash desirable blocks of 1 inch to 4 inch Poplar, all grades,  
Especially 1 1/2-inch stock, for immediate shipment.**CLARK STREET AND DALTON AVENUE****THE E. E. BECK LUMBER COMPANY**  
CASH BUYERS**Poplar, Oak, Chestnut**

And Other Southern Hardwoods

ALL GRADES AND THICKNESSES

WE BUY MILL CUTS.

**THE FREIBERG LUMBER CO.**

Manufacturers of

**Tabasco Mahogany  
Walnut, Oak**Poplar, McLean and Findlay Ays  
CINCINNATI, O.**THE WIBORG & HANNA COMPANY**

CINCINNATI, OHIO

PLAIN  
AND  
QUARTER  
SAWED**White and Red Oak**CHESTNUT  
POPLAR  
GUM AND  
CYPRESS

Flooring, Siding, Ceiling, Base, Case and Molding. Rough, Dressed and Re-sawed. Mixed Carloads.

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

Ash

White and Brown

Basswood

Birch

Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm

Soft and Rock

Gum

Red and Tupelo

Hickory

Maple

Hard and Soft

Red Oak

Plain and Quartered

White Oak

Plain and Quartered

Black Walnut

White Wood

Poplar



## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1555 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET

## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET

## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET

## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash:

Oak, Ash and other Hardwoods, all grades and thicknesses.  
Will receive and inspect stock at shipping point.

518 RANDOLPH BLDG., MEMPHIS, TENN.

949 SENECA STREET

## EMPIRE LUMBER COMPANY

Our specialties are PLAIN and QUARTERED OAK and ASH.

1142 SENECA STREET

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BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Specialty: INDIANA WHITE OAK

310 ELK STREET

## ANTHONY MILLER

HARDWOODS OF ALL KINDS

890 EAGLE STREET



# Vansant, Kitchen & Co.



NEW ASHLAND MILL

Old-Fashioned

## YELLOW POPLAR

Ashland, Kentucky

5/8 AND WIDE STOCK SPECIALTIES

# YELLOW POPLAR

Manufacturers  
BAND SAWED  
POPLAR LUMBER

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares  
Specialty, Wide Stock.

# LUMBER CO.

COAL GROVE, OHIO, U. S. A.



Specimen of Our Poplar Timber

W. M. Ritter Lumber Co.

MAIN OFFICE: COLUMBUS, OHIO

## YELLOW POPLAR

White Oak, Basswood, Chestnut,  
Ash, White Pine and Hemlock

We Want Your Business

Stock all bandsawed, square edged, equalized. Dry Kilns,  
Planing Mills, Dressed Stock, Bevel Siding. Drop Siding



Specimen of Our Oak Timber

# Hardwood Record

Eleventh Year.  
Semi-monthly.

CHICAGO, APRIL 10, 1906.

Subscription \$2.  
Single Copies, 10 Cents.

## CHERRY

C. E. LLOYD, JR.  
Manager Sales

## RIVER

GROWS IN  
WEST VIRGINIA

Sold by  
Cherry River Boom &  
Lumber Co.  
Offices: Philadelphia, Pa

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## RED GUM

We produce and market a carload of Gum Lumber  
every 45 minutes during the working day. :

Himmelberger-Harrison Lumber Co.  
Morehouse, : : Missouri

## What We Are Trying to Do

### HELP THE LUMBER TRADE

### Pennsylvania Lumbermen's Mutual Fire Insurance Company

923 DREXEL BUILDING

PHILADELPHIA, PENNSYLVANIA

## RUMBARGER LUMBER COMPANY

WE HAVE A GOOD STOCK OF THE FOLLOWING LUMBER

1" and 2" Clear Spruce.  
1" Birch Log Run  
1" and 1½" Basswood Log Run  
1" Chestnut, Sound Wormy  
1" and 2" Maple Log Run.

WE HAVE A FAIR STOCK OF THE FOLLOWING

1" and 1½" Chestnut, No. 1 and 2 and Common  
1½" and 2" Chestnut, Sound Wormy

THE FOLLOWING CHOICE OLD GROWTH CHERRY LOG RUN:

500,000 feet 1"  
60,000 feet 1½"  
25,000 feet 1½" to 3".

100,000 feet 1 inch Oak Log Run.

8,000,000 feet White Pine, 1, 1½, 1¾ and 2 inch.  
Either rough or worked.

Main Office: 808 Harrison Building, 15th and Market Streets, PHILADELPHIA, PA.

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PITTSBURG OFFICE: 701 Keystone Building.

## Lumber Underwriters

Supply the demand for sound insurance at low rates.  
We cater to the wants of lumbermen exclusively.

66 BROADWAY,

:

:

NEW YORK



# LOUISVILLE

MANUFACTURING AND DISTRIBUTING CENTER OF KENTUCKY

## STOTZ LUMBER COMPANY

Incorporated

MANUFACTURERS :: WHOLESALE

Oak, Ash, Poplar, Gum, Cottonwood

KELLAR BUILDING

LOUISVILLE, KENTUCKY

### The Norman Lumber Co., Inc.

Manufacturers and Wholesalers of

## Hardwood Lumber

FOR SALE

Seasoned Ash, Oak, Poplar, and Walnut Lumber

WANT TO BUY

Walnut, Oak, Ash, Hickory and Poplar Logs and Lumber

Office and Yards: Third Street, H to K Streets,  
LOUISVILLE, KY.

### EDWARD L. DAVIS & CO.

OFFER FOLLOWING STOCKS

**POPLAR.**  
30,000 ft. 4 1/4 1st & 2d.  
50,000 ft. 4 1/4 Common.  
15,000 ft. 5/4 Common.  
**QUARTERED RED OAK.**  
50,000 ft. 4 1/4 1st & 2d.  
50,000 ft. 4 1/4 Common.  
**QUARTERED WHITE OAK.**  
50,000 ft. 4 1/4 1st & 2d.  
10,000 ft. 5/4 1st & 2d.  
20,000 ft. 6/4 1st & 2d.  
10,000 ft. 8/4 1st & 2d.  
50,000 ft. 4/4 Common.  
5,000 ft. 5/4 Common.  
5,000 ft. 6/4 Common.  
20,000 ft. 8/4 Common.  
10,000 ft. 2 1/2" Common.  
40,000 ft. 3" Common.  
1 car Hickory Plank 1 1/2 to 1" -  
8' to 16'.

**OAK WAGON TONGUES.**  
12,000 ft. 4x1 x1x2" 12' 1-6 mos. dry.  
800 ft. 3 x1 " 12' 12-18 mos. dry.  
400 ft. 3 1/2 x1 1/2 " 12' 12-18 mos. dry.  
300 ft. 3 1/2 x1 1/2 " 12' 12-18 mos. dry.  
250 ft. 3 1/2 x1 1/2 " 12' 12-18 mos. dry.  
800 ft. 3 1/2 x1 1/2 " 12' 12-18 mos. dry.  
180 ft. 3x1" & 1 1/2" 11' 12' 12-18 mos. dry.

**REACHES.**  
1 car 2x4' and larger, dry.

**BOLSTERS.**  
2 cars 3x4' and larger, dry.

**HICKORY AXLES.**  
1,500 3 x1 " 6' 1-6 mos. dry.  
1,500 3 1/2 x1 1/2 " 6' 1-6 mos. dry.  
2,000 4 x5 " 5' 1-6 mos. dry.  
1,000 4 1/2 x5 1/2 " 6' 1-6 mos. dry.  
1,000 5 x6 " 6' 1-6 mos. dry.

## DRY LUMBER At Our Louisville Yards Prompt Delivery

<b>QUARTERED WHITE OAK.</b> 75,000 ft. 4/4 firsts & seconds. 18,000 ft. 5/4 firsts & seconds. 15,000 ft. 6/4 firsts & seconds. 19,000 ft. 8/4 firsts & seconds. 150,000 ft. 1 1/4 No. 1 common. 50,000 ft. 5/4 No. 1 common. 40,000 ft. 6/4 No. 1 common. 22,000 ft. 8/4 No. 1 common. 22,000 ft. 4/4 cull.	8,000 ft. 6/4 firsts & seconds. 5,000 ft. 8/4 firsts & seconds. 38,000 ft. 1 1/4 No. 1 common. 12,000 ft. 3 1/4 No. 1 common. 7,000 ft. 6/4 No. 1 common. 3,000 ft. 8 1/4 No. 1 common.	<b>PLAIN WHITE OAK.</b> 80,000 ft. 4/4 firsts & seconds. 17,500 ft. 5/4 firsts & seconds. 19,000 ft. 6/4 firsts & seconds. 22,000 ft. 8/4 firsts & seconds. 18,000 ft. 10/4 firsts & seconds. 16,000 ft. 12/4 firsts & seconds. 127,000 ft. 4/4 No. 1 common.	20,000 ft. 5/4 No. 1 common. 30,000 ft. 6/4 No. 1 common. 50,000 ft. 8/4 No. 1 common. 18,500 ft. 10/4 No. 1 common. 12,000 ft. 12/4 No. 1 common.	<b>PLAIN RED OAK.</b> 47,000 ft. 4/4 firsts & seconds. 15,000 ft. 5/4 firsts & seconds. 9,000 ft. 6/4 firsts & seconds. 27,000 ft. 8/4 firsts & seconds. 31,000 ft. 4/4 No. 1 common. 24,000 ft. 5/4 No. 1 common. 14,000 ft. 6/4 No. 1 common. 29,000 ft. 8/4 No. 1 common.	<b>ASH.</b> 1 car 4/4 firsts & seconds. 3,000 ft. 5/4 firsts & seconds. 7,000 ft. 6/4 firsts & seconds. 5,000 ft. 8/4 firsts & seconds. 3,000 ft. 10/4 firsts & seconds. 7,000 ft. 12/4 firsts & seconds. 4,000 ft. 16/4 firsts & seconds. 10,000 ft. 4/4 common. 2,000 ft. 5/4 common. 20,000 ft. 6/4 common. 3,000 ft. 8 1/4 common.	42,000 ft. 5/4 firsts & seconds. 17,000 ft. 6/4 firsts & seconds. 58,000 ft. 8/4 firsts & seconds. 17,000 ft. 10/4 firsts & seconds. 6,000 ft. 16/4 firsts & seconds. 90,000 ft. 4/4 No. 1 common. 26,000 ft. 5/4 No. 1 common. 18,000 ft. 6/4 No. 1 common. 31,000 ft. 8/4 No. 1 common. 12,000 ft. 10/4 No. 1 common. 8,000 ft. 12/4 No. 1 common.
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Your Inquiries Would Be  
Appreciated.

ALL THICKNESSES IN CULL POPLAR, ASH, CHESTNUT

**W. P. BROWN & SONS LUMBER CO.** **WHOLESALE HARDWOODS**  
LOUISVILLE, KY.

## Ornamental Hardwood Floors

400 STYLES AND PATTERNS

Illustrated Catalog on Application

## WOOD-MOSAIC FLOORING CO.

Rochester, N. Y.

New Albany, Ind.

## The Kentucky Lumber & Veneer Co.

HARDWOOD MANUFACTURERS

Post Office and Bond Mail  
ROBBINS, KY.Shipping Point and Telegraph Office  
JACKSON, KY.

Specialties

**PLAIN WHITE OAK** **OAK PLANKING**  
**YELLOW POPLAR** **RAILROAD TIES**

We manufacture all the lumber we sell from original forest timber. Therefore the lengths and widths are good. All logs are manufactured in ten to thirty days after being felled insuring bright new stock free of sap worms and rot.

WRITE OR WIRE FOR PRICES

# CADILLAC

CELEBRATED FOR HIGH STANDARD OF QUALITY AND MILL WORK

Demand for all KINDS of Lumber is very strong. We still have the following list of Southern Michigan Hardwoods which we can offer you at reasonable prices:

---

4 4 Basswood in Clear, Nos. 1 and 2 Common  
 4 4 Gray Elm in Clear, Nos. 1, 2 and 3 Common.  
 6 4 and 8 4 Gray Elm in 1st and 2nd Clear.  
 4 2, 10 4, 12 4 and 16 4 in 1st and 2nd Maple.  
 4 4, 5 4 and 8 4 Selected End Dried White Maple.  
 5 4 and 8 4 No. 2 Common and Better Beech.

---

We would also call your attention to our MAPLE FLOORING, the VERY BEST produced. Standard widths and grades in 3-8, 13-16 and 5 4.

If in the market let us hear from you.

## Mitchell Brothers Company

## Cummer, Diggins & Co.

MANUFACTURERS

"CUMMER" MAPLE  
AND BEECH FLOORING

## MICHIGAN HARDWOODS

Good assortment of dry stock on hand ready for immediate shipment in Hard Maple, Beech, Birch, Soft Elm and Cherry.

SEND US A LIST OF YOUR REQUIREMENTS.

## MURPHY & DIGGINS

Offer all grades of the following special dry stock

MAPLE—5/4, 6/4, 8/4, 10/4, 12/4, 14/4, 16/4  
 GRAY ELM—4/4, 12/4  
 BASSWOOD—4 4  
 BIRCH—5/4, 6/4

Our own manufacture. Perfect Mill Work. Uniform Grades.

LET US FIGURE ON YOUR HARDWOOD WANTS.

## Michigan Hardwoods

BASSWOOD  
SOFT GRAY ELM  
BIRCH  
HARD MAPLE

BE FRIENDLY : WRITE US

## The Cadillac Handle Co.

. . . Band Sawn . . .  
Michigan Hardwoods

2 cars 8 4 Maple, No. 1 Common and Better  
 1 car 5x5 Maple, Select Stock.  
 2 cars 4 4 Basswood, No. 2 Common and Better  
 1 car 4 4 Soft Elm, No. 2 Common and Better.  
 2 cars 8 4 Soft Elm, No. 1 Common and Better  
 2 cars 4 4 Birch, No. 2 Common and Better



**COBBS & MITCHELL**  
(INCORPORATED)  
**CADILLAC, MICHIGAN**





# MEMPHIS

THE HUB OF THE HARDWOOD WORLD

**WE** have in all thicknesses the following kinds and amounts of lumber at places designated. Kindly send us your inquiries.

## MEMPHIS YARD

Ash	850,000 feet
Quartered White Oak	75,000 feet
Plain White Oak	140,000 feet
Quartered Red Oak	22,000 feet
Plain Red Oak	110,000 feet
Cypress	225,000 feet
Cottonwood	200,000 feet
Poplar	308,000 feet

## SELMA YARD

Poplar	409,000 feet
Bay Poplar	857,000 feet
Red Gum	55,000 feet
Cypress	787,000 feet

## BERCLAIR YARD

Bay Poplar	100,000 feet
Cypress	800,000 feet

## OTHER YARDS

Plain Red Oak	350,000 feet
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## J. W. THOMPSON LUMBER COMPANY

Office and Yards: Randolph Road and I. C. R. R. : : MEMPHIS, TENN.

F. W. GILCHRIST, Pres.

W. A. GILCHRIST, Vice-Pres.

W. E. SMITH, Sec'y and Treas.

## Three States Lumber Co.

MANUFACTURERS OF

Mills:  
Missouri  
Arkansas  
Tennessee

### Hardwood Lumber Cottonwood and Gum

Office  
Tennessee  
Trust  
BuildingGET OUR PRICES. TRY OUR LUMBER  
WE SHIP ROUGH, DRESSED, RESAWED

COTTONWOOD—GUM

F. W. GILCHRIST, President  
W. A. GILCHRIST, Vice President  
W. E. SMITH, Sec'y and Treasurer

## W. E. SMITH LUMBER CO.

Manufacturers of  
**HARDWOOD LUMBER**Mills, Tennessee, Arkansas, Mississippi  
Distributing Yards, Cairo, Illinois  
General Office ☉ Tennessee Trust Bldg.

MISSISSIPPI VALLEY COTTONWOOD

## BACON-NOLAN HARDWOOD CO.

Manufacturers of

### Band Sawn Oak, Ash Gum, Cypress, Etc.

Office,  
Memphis, Tenn.Mills,  
Chancy, Miss.

Address all correspondence to Memphis office.

## Briggs & Cooper Company, Ltd.

MANUFACTURERS

NORTHERN SOUTHERN **HARDWOODS**

GET OUR PRICES ON THESE ITEMS

1,000,000 feet Soft Grey Elm, 1 to 3".
500,000 feet Unselected Birch, 1 to 3".
3,000,000 feet Michigan Hard Maple, 1 to 6".
350,000 feet End Dried White Maple, 1 to 1½".
525,000 feet No. 1 Common and Better Winter Sawn Basswood, 1 to 3".
1,000,000 feet Selected White Basswood 1", 1½" and 1¾".
210,000 feet Plain and Quartered White and Red Oak, 1 to 2".

YARDS AT

SAGINAW, CHICAGO AND MEMPHIS

Nelson H. Walcott, Pres't

Frank E. Stonebraker, Vice-Pres't

Chas. C. Gardner, Sec'y and Treas.

## The Crittenden Lumber Co.

MANUFACTURERS.

MILLS AT EARLE, ARK.

## "Acorn Brand" Oak and Beech Flooring

The "Aristocrat" of Its Kind

Made in Nashville, Tenn., the Home of Oak Flooring

NASHVILLE HARDWOOD FLOORING COMPANY

## PAEPCKE-LEICHT LUMBER COMPANY

MANUFACTURERS OF

### COTTONWOOD GUM AND OTHER HARDWOODS

Large stocks of well seasoned Lumber always carried at our yards and mills.

General Offices: Tribune Building, CHICAGO. Mills: Cairo, Ill., Marked Tree, Ark., Greenville, Miss., Arkansas City, Ark., Blytheville, Ark.

# ST. LOUIS

LARGEST OF ALL HARDWOOD MARKETS

Robert H. Kretz, Manager **Ozark Cooperage Co.** Hardwood Department

**WE BUY STOCKS READY CUT OR CONTRACT FUTURE OUTPUT**

Four Inspectors in the South

Direct Shipments COTTONWOOD,  
IRON, WHITE STICKS, CYPRESS, GUM, OAK

MAIN OFFICE  
FRISCO BUILDING

**W. R. CHIVVIS,** Lesperance Street and Iron  
Mountain Railroad.  
**WHOLESALE HARDWOODS**

**BLACK WALNUT LUMBER MY SPECIALTY.** Always in the market to buy  
Walnut and Cherry Lumber. Pay spot cash and take up at shipping  
point when amounts justify.

**CHAS. F. LUEHRMANN HARDWOOD LUMBER COMPANY**

Carry a complete stock of Hardwood and are  
constantly in the market to purchase  
large blocks of stock for cash. Are  
also the largest manufacturers of  
the famous St. Francis  
Basin Red Gum.

General Offices: 148 Carroll Street

**Wanted—Cypress, Ash and Cottonwood**

INSPECTION AT POINT OF SHIPMENT WHEN QUANTITY JUSTIFIES

**Hafner Manufacturing Co.**

CYPRESS, HARDWOODS

Mail orders receive our immediate  
attention.

**YARDS: FOOT OF DOCK STREET**

**Stoneman-Zearing Lumber Co.**

*203 Frisco Building*

We have the following Dry Stock for sale piled at our mill:

<b>QTD. WHITE OAK</b>	<b>COTTONWOOD</b>
3 Cars 1 4 Common.	3 Cars 1" 1 and 2.
2 Cars 4/4 Common and Better Strips.	1 Car 1x13 to 17" Box Boards.
<b>GUM:</b>	<b>ELM:</b>
5 Cars 1" Common Red.	1 Car 6/4 Log Run.
1 Car 1x13 to 17" Box Boards.	4 Cars 4" Log Run.
1 Car 2" 1 and 2 Sap.	
6 Cars 1 1/4 Common and Better Sap.	

This Stock is All Band Sawed and Equalized

**Garetson-Greaseon Lumber Co.**

MANUFACTURERS OF SOUTHERN HARDWOODS

Carload Shipments Direct  
from Our Own Mills Located at Fisk,  
Campbell and Cary, Mo., and  
Prescott, Ark.

**519 Bank of Commerce**

**Thomas & Proetz Lumber Co.**

CASH BUYERS OF OAK, ASH, CY-  
PRESS, POPLAR, CHERRY AND ALL

**HARDWOODS**

SEND INSPECTOR WHEN QUANTITY JUSTIFIES

Office and Yards: Hall and Angelrodt Sts.

**SIX MILLION FEET**

Ash, Oak, Cypress, Poplar, Etc.

READY FOR PROMPT SHIPMENT

**STEELE & HIBBARD**

NORTH BROADWAY, DOCK AND HALL STREETS

**LOTHMAN CYPRESS CO.**

AIR DRIED

**Louisiana Red Cypress**

FOOT OF ANGELICA STREET



# Upham & Agler

Bedford Building  
CHICAGO

Wholesale Northern and Southern  
**Hardwoods**

Quick Service  
Perfect Milling  
Right Prices

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DISTRIBUTING YARD: CAIRO, ILLINOIS



## A POINTER

for every buyer of lumber. When you want a straight grade of POPLAR or HARDWOOD lumber, MAPLE or OAK FLOORING, send your inquiries to

## DIXON & DEWEY

THE HARDWOOD PEOPLE

716 and 716 A, Flatiron Building,

NEW YORK

## The Tegge Lumber Co.

MILWAUKEE  
WISCONSIN

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BUYERS OF  
ALL KINDS OF

**HARDWOOD LUMBER**

## E. H. FALL

EXPORTER  
... OF ...

WALNUT, POPLAR  
AND  
BIRDSEYE MAPLE LOGS

Cash paid for Black Walnut Logs at point of shipment. If you have any walnut logs to offer, write me. I have some Sycamore, Red Oak, Ash and other hardwood logs which I am prepared to saw to order. Correspondence solicited. Can also supply Black Walnut lumber, sawed to any specification required.

PORT CLINTON : OHIO

# Swann-Day Lumber Company

MANUFACTURERS OF

**POPLAR AND OAK**

PLANING MILL STOCK, BOX SHOOKS  
AND HARDWOOD DIMENSION

CLAY CITY, KENTUCKY

# THE EAST

BOSTON

NEW YORK

PHILADELPHIA

## The Crosby & Beckley Company

### HARDWOODS

We are  
In the Market for Choice Stock  
WRITE US

No. 1 Madison Ave.,  
New York, N. Y.

New Haven,  
Connecticut.

## Charles S. Wentworth & Co.

WHOLESALE LUMBER MERCHANTS

147 Milk Street  
BOSTON

We are in the Market for POPLAR, PLAIN OAK, CYPRESS and NORTH CAROLINA PINE LUMBER; also OAK, MAPLE and BIRCH FLOORING, and would appreciate correspondence from manufacturers in position to supply any of the stock named.

## Jones Hardwood Co.

(INCORPORATED)

### WANTS

4-4, 5-4 and 6-4 Chestnut, largely 1s and 2s.

147 MILK STREET, BOSTON, MASS.

## Lumbermen, Attention!

If you own any timber or timber lands.  
If you are contemplating buying or selling any timber or timber lands.  
If you want your stumpage accurately estimated.  
If you want an exact survey or map of your property.  
If you want advice in any logging or lumbering proposition.  
Write to us and find out what we can do for you.  
We send thoroughly reliable and practical engineers to all parts of the country, and guarantee quick and accurate work.

**C. A. Schenck & Co.** DAVIDSON'S RIVER,  
NORTH CAROLINA  
Consulting Forest Engineers

J. J. SOBLE

H. I. SOBLE

## SOBLE BROTHERS

Wholesale Hardwoods

911-912 Land Title Bldg. PHILADELPHIA

WANTED: 20 years Common and Better Chestnut, all thicknesses.

J. H. SCHOFIELD

R. W. SCHOFIELD

## SCHOFIELD BROTHERS WHOLESALE LUMBER

Hardwoods a  
Specialty.

1020-22 Pennsylvania Building  
PHILADELPHIA

## Wistar, Underhill & Co.,

WHOLESALE  
HARDWOOD LUMBER

816 Real Estate Trust Building, PHILADELPHIA.

## Holloway Lumber Company

WHOLESALE HARDWOODS

In the market for all thicknesses of  
OAK, ASH and CHESTNUT.

312 Arcade Building,  
PHILADELPHIA, PA.

## STEVENS-EATON CO.

Buyers of  
ROUND LOTS  
of

Hardwoods

No 1 Madison  
Avenue,  
NEW YORK

ESPECIALLY IN MARKET FOR PLAIN RED OAK

## WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

## H. D. Wiggin Wholesale Hardwoods

Specialties: Poplar, Chestnut, Canadian  
Hardwoods, and Mahogany Veneers.

FISKE BUILDING

BOSTON, MASSACHUSETTS

BALTIMORE, MARYLAND **E. E. PRICE** BUYER AND EXPORTER OF

HARDWOODS  
POPLAR and LOGS

I am always in the market for nice lots of dry and well manufactured lumber. I inspect at point of shipment. Correspondence solicited.





# INDIANA



WHERE THE BEST HARDWOODS GROW

THE WOODS FOR  
WHICH INDIANA  
IS FAMOUS.

Quart'r'd White Oak

Plain White Oak

Quartered Red Oak

Plain Red Oak

White Ash

Poplar

Black Walnut

Cherry

Sycamore

Red Gum

Hickory

Beech

Maple

Veneers of

Indiana Hardwoods

## MALEY & WERTZ

Manufacturers, Wholesalers and Exporters of Hardwood Lumber  
EVANSVILLE, IND.

## PERRINE-ARMSTRONG CO.

Long Timber up to 60 feet—Hardwood Specialties  
The largest Band Mill in Indiana. FORT WAYNE, IND.

## J. V. STIMSON

All Kinds of Hardwood Lumber Manufactured  
HUNTINGBURG, IND.

## YOUNG & CUTSINGER

Manufacturers and Wholesalers  
Our Specialty Fine Figured Quartered Oak  
EVANSVILLE, IND.

## CHARLES H. BARNABY

Manufacturer of Band Sawed Hardwoods  
Quarter Sawed Indiana White Oak a Specialty GREENCASTLE, IND.

## D'HEUR & SWAIN LUMBER CO.

Manufacturers and Wholesalers  
Our Specialty Quartered Oak and Sycamore  
SEYMOUR, IND.

## LONG-KNIGHT LUMBER CO.

MANUFACTURERS AND DEALERS  
Quarter Sawed White and Red Oak a Specialty  
INDIANAPOLIS, IND.

## NO. VERNON PUMP & LBR. CO.

MANUFACTURERS AND DEALERS  
Would Like to Figure on Your Hardwood Requirements  
Send for Stock List NORTH VERNON, IND.

# PITTSBURG

HARDWOOD DISTRIBUTING CENTER OF PENNSYLVANIA

## Willson Bros. Lumber Co.

MANUFACTURERS

### WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. :: PITTSBURG, PA.

## Hardwoods a Specialty

FOR SALE

POPLAR	CHESTNUT	PLAIN OAK
125,000' 4 4 1s and 2s	200,000' 4 4 Sound Wormy	60,000' 4 4 No. 1 Com.
40,000' 4 4 No. 1 Com.	80,000' 5 4 Sound Wormy	18,000' 4 4 No. 2 Com.
325,000' 4 4 No. 2 Com.	100,000' 6 4 Sound Wormy	<b>QUARTERED OAK</b>
228,000' 4 4 No. 3 Com.	48,000' 8 4 Sound Wormy	2 cars 4/4 No. 1 Com.
150,000' 4 4 Mill Cull		1 car 4/4 No. 2 Com.

OAK TIMBERS SAWED TO ORDER  
WRITE FOR PRICES.

CHEAT RIVER LUMBER COMPANY, Pittsburg, Penna.

## Babcock Lumber Co.

MANUFACTURERS OF

### PENNSYLVANIA HARDWOODS

23,000,000 FEET ANNUALLY

LONG ON MAPLE  
AND CHERRYMILLS AND OFFICE  
ASHTOLA, PA.

## For Quick Sale at Low Prices:

22,491 feet 4 4 1st and 2nds Quartered White Oak.  
 118,142 feet 4 4 No. 1 Common Quartered White Oak.  
 19,434 feet 4 4 1st and 2nds Quartered Red Oak.  
 21,481 feet 4 4 No. 1 Common Quartered Red Oak.  
 119,438 feet 4 4 No. 1 Common Plain Red and White Oak.  
 50,942 feet 4 4 No. 2 Common Plain Red and White Oak.  
 84,927 feet 6 4 No. 1 Common Plain Red and White Oak.  
 92,840 feet 6 4 No. 2 Common Plain Red and White Oak.  
 61,284 feet 8 4 No. 1 Common Plain Red and White Oak.  
 72,928 feet 8 4 No. 2 Common Plain Red and White Oak.

American Lumber & Mfg. Co.  
PITTSBURG, PA.

## The Nicola Brothers Company

One million feet 4-4 Bay Poplar.  
 Can be shipped log run, or sold  
 on grade. Bone dry; band  
 sawed. Send your inquiries.

## Flint, Erving & Stoner Co.

### Wholesale Lumber

Northern and Southern Hardwoods

Beech and Maple Timbers a Specialty

## A. M. Turner Lumber Company

Everything in lumber. We buy hardwoods  
 as well as sell them. If you have anything  
 to offer, please submit same to us. : :

## Linehan Lumber Company

### HARDWOODS

Specialties

OAK, POPLAR AND CHESTNUT



INCORPORATED 1902.

# The Michigan Maple Company

WHOLESALE

## MICHIGAN HARDWOODS

HENRY W. CAREY, President  
HENRY N. LOUD, Vice Pres  
WILLIAM P. PORTER, Vice Pres  
WILLIAM T. CULVER, Secretary  
WILLIAM H. WHITE, Treasurer  
EDWARD BUCKLEY, Director  
G. VON PLATEN, Director  
MARSHALL F. BUTTERS, Director  
HARRY NICHOLLS, Director

609-611 Mich. Trust Bldg.,

GRAND RAPIDS, MICH.

# Timber Bonds

SECURED BY FIRST MORTGAGE ON TIMBER LANDS

## H. C. Barroll & Co.

BANKERS, First National Bank Building, CHICAGO.

## OAK FLOORING

Kiln Dried

Bored

Polished



Hollow

Backed

and

Bundled

## Wolverine Brand Maple Flooring

= "THERE IS NONE BETTER" =



It is the same old story, but we want you to know what WOLVERINE BRAND will do for you, and what it will cost you. We want to do this before you place your next order. If we make you quotations, we expect the quality and prices will get your order. TRY US.

## BLISS & VAN AUKEN

900 S. Niagara St., Saginaw W. S., Mich.

H. B. LEAVITT, Prest. B. F. RICHARDSON, V. P. E. H. ADAMS, Secy.

## The Leavitt Lumber Co.

MANUFACTURERS

### SOUTHERN AND WISCONSIN HARDWOODS

CHICAGO YARD—DRY STOCK ON HAND

1,000,000 feet 1 inch to 3 inch ..... Birch  
1,000,000 feet 1 inch to 2 inch ..... Basswood  
200,000 feet 3 inch ..... Soft Elm  
300,000 feet ..... Quartered White Oak  
300,000 feet ..... Quartered Red Oak  
500,000 feet ..... Plain Red Oak  
Besides Gum, Maple, Hickory, Ash and Other Hardwoods.

ALSO 12,000,000 FEET HARDWOOD AND PINE AT FREDERIC, WISCONSIN.

MILLS: FREDERIC, WIS.

Yards and Office:  
Center Ave., near 35th St.

CHICAGO

## THE "FINEST" MAPLE FLOORING

## W. D. YOUNG & CO.

BAY CITY, MICHIGAN.

Producers from TREE to TRADE of the highest type of Michigan Forest Products. Large stock of Maple Flooring and 15,000,000 feet of Hardwoods—1 to 4 inches thick—on hand.

## Maple, Birch and Beech Lumber

## "Ideal" Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—IDEAL.

Rough or Finished Lumber—All Kinds

Send us Your Inquiries

## The I. Stephenson Company

WELLS, MICHIGAN

## APRIL STOCK LIST

MAPLE			BIRCH			BASSWOOD		
1	in.	2,000,000 ft.	1	in.	500,000 ft.	1	in.	300,000 ft.
1 1/4	"	100,000 "	1 1/2	"	100,000 "	1 1/4	"	30,000 "
1 1/2	"	400,000 "	2	"	100,000 "	1 1/2	"	50,000 "
2	"	1,000,000 "	2 1/2	"	50,000 "	2	"	75,000 "
2 1/4	"	200,000 "	3	"	75,000 "	3	"	4,000 "
2 1/2	"	500,000 "	ROCK ELM			GRAY ELM		
3	"	500,000 "	2	in.	25,000 ft.	1	in.	300,000 ft.
4	"	400,000 "	2 1/4	"	50,000 "	1 1/2	"	200,000 "
BEECH			WHITE MAPLE			3	"	200,000 "
1	in.	500,000 ft.	End Piled			ASH		
1 1/4	"	250,000 "	1	in.	100,000 ft.	1 in.		
1 1/2	"	400,000 "	1 1/2	"	20,000 "	500,000 ft.		
2	"	100,000 "	2	"	50,000 "			
2 1/2	"	200,000 "						

KELLEY LUMBER &amp; SHINGLE CO., Traverse City, Mich.

# Hardwood Record

Published in the Interest of Hardwood Lumber, American Hardwood Forests, Wood Veneer Industry, Hardwood Flooring, Hardwood Interior Finish, Wood Chemicals, Saw Mill and Woodworking Machinery.

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## THE HARDWOOD COMPANY

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## COMING ASSOCIATION MEETING.

### National Hardwood Association.

The ninth annual convention of the National Hardwood Lumber Association will be held at the Gayoso Hotel, Memphis, on Thursday and Friday, May 3 and 4.

### General Market Conditions.

The last fortnight has developed the fact that there is just as great a shortage of northern hardwoods as there is of southern lumber products. Jobbers and leading wholesale consumers have been very active for some months in the north country in securing contracts for the dry lumber on hand and the output of logs in sight. There is not one hardwood manufacturer in twenty throughout Wisconsin and Michigan who has not sold his entire hardwood cut of the season or a good portion of it. This is particularly true of the total cut of rock elm and black ash. It is safe to say that fully seventy-five per cent of the birch, basswood, gray elm, maple and beech output is also contracted ahead. This proportion of advance sales is greater than ever before in the history of the northern hardwood trade. There are but a few items in anything like normal supply in dry stock at the present time. This includes thick maple, common birch, the coarse end of basswood and beech.

The tail end of the winter logging season gave northern operators two to three weeks of cold weather, which assisted them materially in skidding and cleaning up their rollways. Nearly all took advantage of these conditions and the comparatively light stocks of hardwood logs are generally in reach of the sawmills.

In the South bad weather conditions continue to prevail and it is with the utmost difficulty that mills are being stocked to anywhere near their capacity. There is very little dry stock in first hands save perhaps in gum, cottonwood and poplar, and these woods are in much lighter supply than normal. Oak, ash and cypress still remain

remarkably scarce, and active buying prevails.

Wagon stock of all descriptions is in good call, and every wagon maker in the country is looking for additional supplies. The prices on wagon material made at the Cincinnati dimension association meeting some weeks ago, in most items, are fully maintained. This is especially true of pattern stock. Some few sales have been made at slightly less than this list on tongues and reaches, but it is practically certain that the full list price will become standard within a very short time.

There is a very heavy call at the present time from the furniture and chair manufacturers for dimension stock, and all manufacturers seem to be perfectly willing to pay the advanced prices, which are still considerably lower than the cost of the same material cut out of lumber.

The trade in veneers remains strong, with somewhat advancing prices. The call for mahogany, black walnut and cherry is increasing, owing somewhat to the high range of oak values. This promises to be a banner year in both foreign and domestic high class woods.

The hardwood flooring people, both in oak and maple, are still buried out of sight with home orders, while the foreign demand for oak and maple flooring is steadily increasing.

The export lumber business is in very fair shape—better than it has been for many months—and the call for oak of high quality is especially good.

### Farm Wagons and the Hardwood Industry.

There are approximately 500,000 farm wagons manufactured in the United States annually. Concerns that make 300 and upwards of these wagons a year number about seventy. The woodwork included in the production of a farm wagon runs from 300 to 400 feet, an average of about 350 feet to each vehicle. Since 1898 manufacturers of farm wagons have secured an advance in the price of their vehicles on an average of \$8.50 each. This advance has practically corresponded with the increased cost of materials, and has not resulted in any additional profit to the manufacturers. It is claimed that the maximum efficiency of plants was reached some years ago, and that since then the cost of wagon building has not been reduced, nor can it be reduced. These wagon plants to a large extent are distributed throughout the middle West, the greater number being in Illinois, Wisconsin, Michigan, Indiana, Ohio and Pennsylvania, with a few in Kentucky, Tennessee, Minnesota, North Carolina, Arkansas, Virginia and New York.

The total quantity of lumber necessary to produce this great number of farm wagons is about 175,000,000 feet annually—a not inconsequential item to be considered by the hardwood industry. Wagon making requires oak, hickory, birch, rock elm, poplar, cottonwood, yellow pine, maple and some quantities of red gum and other woods.

At the hardwood dimension association meeting held at Cincinnati on February 22 a price list was formulated on dimension stock, which advanced values on wagon material to a considerable extent. These prices generally have been conceded just by the wagon manufacturing trade, and today are being paid by wagon producers. The market on all wagon material is very strong, and the demand is still in excess of the supply. At current prices this line of trade is a profit-bearing adjunct to the hardwood industry of considerable importance. As a whole the making of wagon material does not



near the forest and mill refuse can be worked exclusively into this stock, but the various items of dimension that go to make up a farm wagon can, in considerable percentage, be produced out of minor forest and sawmill products. Wagon essentials of necessity have to be made out of the very cream of the forest, while other stock can be produced from the good material obtainable from common and poorer stock.

Even the business of manufacturing wagon stock should interest a great many hardwood producers; who have never before made it, and with careful and intelligent endeavor can be made a good profit-showing adjunct in the general hardwood business. With the shortage of this material and the extraordinary demand, concerns which have been making small quantities of wagon stock in the past will greatly increase their output, and a good many others can with safety enter this field of production.

The farm wagon is still a low-priced vehicle, when lumber, iron and labor values are considered. An average advance of \$10 a thousand feet on the work of a wagon would mean an increased cost of over \$4,500 a vehicle. An advance of \$10 would mean an average cost of \$7. Even this latter advance would not tend to diminish wagon production materially. To be sure, makers may substitute iron wherever possible, if the cost of such substitution is less than that of wood. However, wagon manufacturers are wedded to the present method of construction, and will not indulge in radical experiments toward changing them, so long as they can obtain wood work at anything like a reasonable cost.

There are some features of the wagon making trade that augur well for both the industry and for increasing the supply of wagon material. By mutual consent the sizes of a great many items that enter into wagon construction have been standardized. Thus, today we find that wheel stock is generally of standard size. Quite usually axle-trees are of standard size. As times goes on nearly all the important items of woodwork entering into wagons will become of a standard size, and when this consummation is reached these sizes can be manufactured by every hardwood lumberman with the knowledge that he has produced a line of material that will find a market in any one of a hundred or more places. Up to this time wagon manufacturers generally have deprecated the absolute standardizing of wagon materials lest they lose their individuality of style and pattern in their output, but the standardizing of all wagon material is inevitable if manufacturers will keep down their cost.

## End of Volume XXI.

This number of the **HARDWOOD RECORD** concludes the twenty-first volume of this publication. The publishers will be pardoned for a bit of self-praise in saying that they believe that the paper is having the approval, confidence and respect of practically the totality of hardwood manufacturers, dealers and consumers. This opinion is borne out by the fact that during the less than sixteen months it has been in charge of the present proprietors the circulation of the paper has more than quadrupled, and that new subscriptions are being steadily received from all elements in the trade. The advertising clientele of the paper is also showing a steady and gratifying increase, and almost to a man **HARDWOOD RECORD** advertisers are saying very complimentary things about the results achieved from their investment in its advertising columns.

The universal esteem in which the paper is held is a matter of unqualified gratification to the publishers, as their only ambition is to make the **HARDWOOD RECORD** as proud of its exponent as the **HARDWOOD RECORD** is of the American hardwood industry. While the editor has in the past done his best toward winning the approval of the hardwood trade, as well as its confidence and respect, what this publisher has done in the past need not be regarded as a criterion of what it should be in the future. As this great industry develops, so the **HARDWOOD RECORD** will keep pace with its development. What was good enough for the **HARDWOOD RECORD** of last year will not be regarded good enough for the **HARDWOOD RECORD** of next year, and of succeeding years. As the industry grows, so the paper will grow, and the publishers take this occasion to thank their friends in the

hardwood lumber and allied trades for their generous support in the past, and to bespeak continued confidence and coöperation.

## Duty on Thin Lumber.

The "lumber experts" of the United States Treasury Department, who have the matter of assessing the duties on lumber in charge, conceived a while ago that, inasmuch as thin lumber reaching this country via the Canadian border was sold on the basis of surface measure, they should assess the stock at a duty of \$2 per thousand, the same as they would inch lumber. Besides this they actually enforced this rule on half and five-eighths inch stock, and if they had had an opportunity would doubtless have done so on picture backing.

The matter has become a subject of controversy between Canadian and American lumbermen and the department, and was taken up at the recent meeting of the National Wholesale Lumber Dealers' Association. A committee was appointed to confer with the government agents in an attempt to educate them to common sense and justice in the matter. A hearing was held in New York before the Board of General Appraisers on March 14, at which time conclusive evidence was submitted that thin lumber should not be assessed at \$2 a thousand duty, and that such an assessment was not contemplated by the law. Apparently the Board of Appraisers is still unconvinced, as the hearing was adjourned until April 17, at which time the general government will produce witnesses in an attempt to controvert the evidence of both Canadian and American lumbermen on the subject.

## The Value of Birch.

The red birch of the North, while gradually growing in appreciation, still remains a wood whose value is but slightly recognized. In physical quality birch comes very near standing at the head of the list of American hardwoods, being exceeded, and then not in all particulars, only by oak, black walnut and cherry. It has wonderful strength, fine grain and figure, excellent color and good staying qualities. In beauty it approximates the better qualities of mahogany. As a matter of fact birch has but one drawback as a hardwood of the very highest class—the oil it contains. This oily substance, unless the wood is dry-killed with great care, makes it extremely difficult to make a glue joint that will be permanent. However, the furniture and interior finish trade is fast learning how to handle birch, and there is much less trouble on this score than there was in the past.

Birch has been esteemed in the eastern trade for many years, where it is regarded as one of the highest types of American hardwoods. The famous growth of birch in Pennsylvania and the Adirondacks is fast nearing extinction, and there will surely be an extraordinary call for the comparatively small remaining stumpage in northern Michigan and Wisconsin. On relative merit the good end of birch should today sell nearly on a parity with oak, and it is the belief of the **HARDWOOD RECORD** that the wood will soon achieve a standing in the trade that will command such a price.

## Credit Indemnity.

At the annual meeting of the National Lumber Manufacturers' Association, to be held at St. Louis on May 8 and 9, one of the subjects to be threshed out is the question of credit indemnity. The association is sending to all members a list of questions for which it requests answers, covering the amount of losses from bad debts, year by year, from 1901 to 1905 inclusive, and approximate sums of annual sales for each of these years, in order to establish a statistical basis of the problematic value of taking on credit indemnity insurance.

Credit indemnity is analagous to fire and life insurance, and if purchasable at a reasonable price, is undeniably a good investment. However, up to this time the price of indemnity insurance has been pretty steep, and the possibility of loss by the insuring company has been so safeguarded with restrictions as to make the purchase of this class of insurance not a very alluring proposition.

In a nutshell, if prospective purchasers of indemnity insurance would exercise the same care in placing their credit risks as the companies demand for the insurance to be effective, they would have very little use for indemnity insurance.

## Pert, Pertinent and Impertinent.

### Take Things as They Come.

I'll take the good the gods provide  
While I'm on duty here  
I'll walk, or in my carriage ride  
And all with equal cheer  
I like things smooth but I'll not sigh  
If they're a little rough  
If I can do no better why  
I'll do with good enough.

### Different Animals.

A friend I loaned some money to  
He slapped my back with force  
Rehearsed my virtues fearfully,  
But kept my money cheerfully  
And called me "good old horse"  
But when I asked my money back  
A wonder came to pass  
He looked at me regretfully  
And started rather fretfully  
To calling me an ass.

### St. Peter's Opinion.

A married man to heaven went  
St. Peter opened wide the gate  
"Because," he said, "a married man  
Has suffered torments very great  
The next man said "I must come in  
As I on earth was married twice"  
St. Peter said "Get out your stuff  
We'll have no tools in paradise

### Not Too Sure.

Be sure you are  
right but don't be  
too sure that every-  
body else is wrong.

### Best Policy.

The best policy is  
paid to the insti-  
tute.

### New Version.

A collar in your  
hand is worth two  
loans to a friend.

### A Will.

Where there's a  
will there's a soft  
spot for the lawyers.

### Table Manners.

Soup should be  
seen and not heard.

### A Word to the Wise.

A word to the wise  
man who knows it all  
is a dangerous thing.

### Always Late.

There are lots of  
people who would be  
late even if time and  
tide did wait for  
them.

### Quite So.

Even a silver dol-  
lar is so heavy that  
it's hard for some  
men to raise.

### Better Part.

Indiscretion is the  
better part of valor.

### Surely.

Nothing will be  
well done that you  
do yourself if you  
don't know how to  
do it.

### Some Do.

The average man judges all other  
women by his wife; but a woman judges her  
husband by the worst she hears about other  
men.

### Too Often.

Elbert Hubbard says: "Lend some men  
a helping hand and they take it for a li-  
cense to pull your leg."

### A Suggestion.

If prosperity begins to wane, let your  
wife take care of the pocket-book; she may  
have more of a business head than you  
think.

### Don't Be Jealous.

It is foolish to be jealous of a competitor  
remember that superior goods will always  
find a market.

### Would It Not?

What a delightful world this would be if a  
man's friends were half as glad to see him  
on his return from a month's trip as he  
thinks they ought to be.

### Perseverance.

Although "sticktoitiveness" is a home-  
ly, bungling word, it means success in ad-  
vertising. Keep everlastingly at it.

### Want Change.

Some men think  
that when their wives  
attain the age of  
forty, they should be  
entitled to secure  
change as they would  
from a bill of large  
dimensions, i. e., get  
two twenties for their  
forty.

### Afraid.

A woman who  
makes light of love is  
like a child that sings  
in the dark when  
afraid.

### The Reason.

Many a man leads  
a "chaste" life  
when pursued by a  
vicious dog.

### True.

The greatest of  
faults is to be con-  
scious of none.

### That's the Point.

Perhaps all men  
are born free and  
equal, but it's pretty  
hard to keep some of  
them in that condi-  
tion.

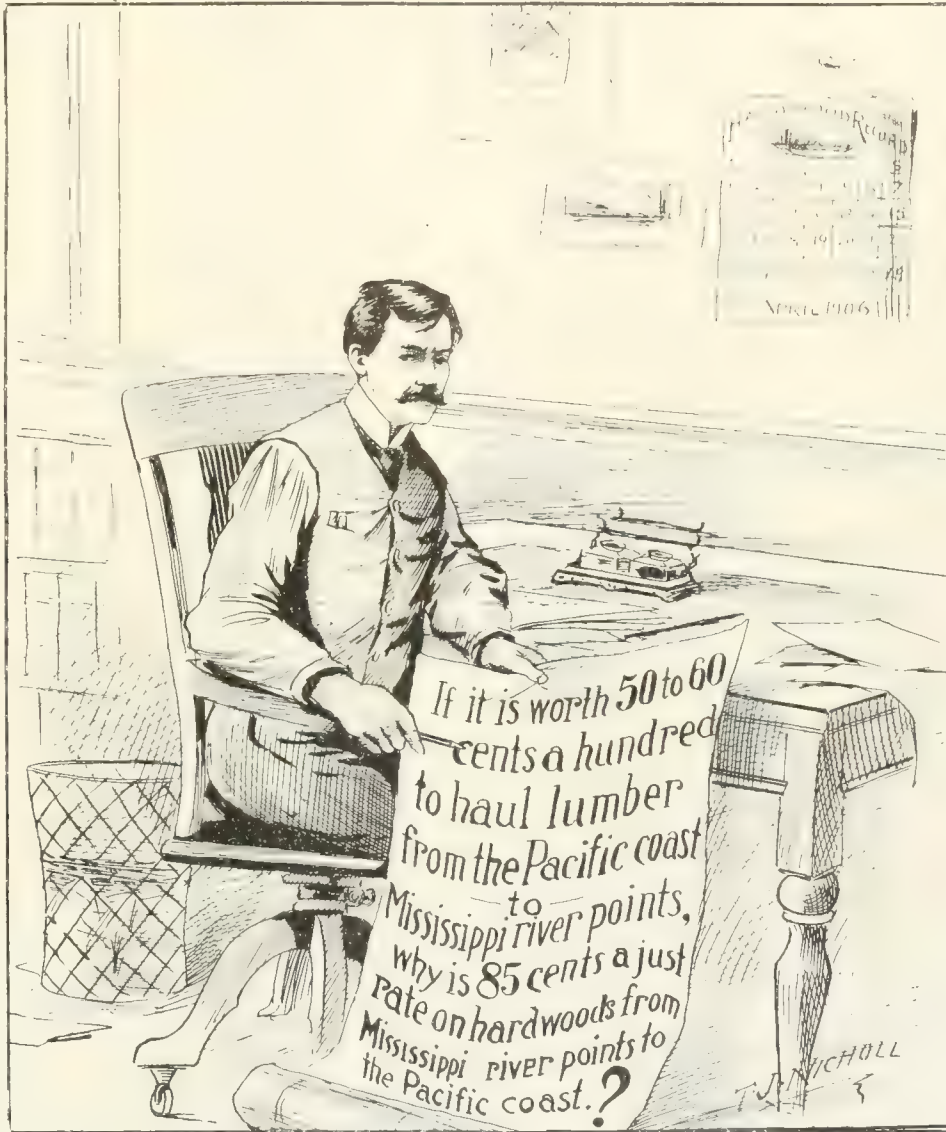
### Strange and Stranger.

What a strange  
thing is man—but  
how much stranger is  
woman.

### Is It the Song?

Odd it is that the  
song a woman sings  
that puts a whole  
audience to sleep only  
brings forth louder  
wails from the baby.

## ANOTHER FREIGHT RATE PROBLEM



ASK THE TRANSCONTINENTAL FREIGHT ASSOCIATION.



# AMERICAN FOREST TREES.

THIRTY-FIRST PAPER.

## Longleaf Yellow Pine.

*Pinus palustris*—MILL.

Yellow pine grows most abundantly along the Atlantic coast, from southern Virginia to the shores of Tampa bay in Florida; eastward to Trinity river in Texas; northward in Alabama to Clay and Walker counties and northern Georgia; some distance west of the Mississippi river, in the South, and throughout western Louisiana.

It is known as longleaved pine in Virginia, North Carolina, South Carolina, Georgia, Alabama, Florida, Mississippi, Louisiana and Texas; as southern pine in North Carolina, Alabama, Mississippi and Louisiana; as yellow pine in Delaware, North Carolina, South Carolina, Alabama, Florida, Louisiana and Texas; as turpentine pine in North Carolina; brown pine in Tennessee; hard pine in Alabama, Mississippi and Louisiana; as Georgia pine in Delaware; as fat pine in several southern states; and as southern yellow pine, southern hard pine, southern heart pine, southern pitch pine, heart pine, pitch pine, longleaved yellow pine, longleaved pitch pine, longstraw pine, North Carolina pitch pine, Georgia yellow pine, Georgia heart pine, Georgia longleaved pine, Georgia pitch pine, Florida yellow pine, Florida pine, Florida longleaved pine, Texas yellow pine and Texas longleaved pine throughout many sections of the United States, and in Atlantic coast markets particularly.

The tree grows to a height of fifty to one hundred feet, one to three feet in diameter. The trunk is usually straight and slightly tapering, with stout and slightly gnarled limbs. Its bright olive-green needles, from ten to fifteen inches in length, are grouped in bunches of three, growing in dense clusters at the ends of the branches. The flowers appear in the early spring, before the new leaves. The staminate ones grow in thick clusters and are dark rose-purple in color. The pistillate flowers appear below the apex of the lengthening shoot in groups of two, three or four; they are dark purple. The fruit of yellow pine is a cone, six to ten inches long, growing at the end of the branches; in color, light brown. Its scales are thick, having small, blunt spines at the ends. The seeds are nearly triangular, winged, full and rounded, slightly ridged.

The wood is of a yellowish, greenish or brownish color, the heartwood being much lighter.

grained and compact in structure, with conspicuous medullary rays. It is more ornamental than that obtained from any other pine. Its juices are also valuable, being used extensively in the manufacture of resin, tar and turpentine. A cubic foot of seasoned wood weighs thirty-eight pounds.

Representative uses of the wood are for

sold as kindling wood. \* \* \* In the 'turpentine country' of Georgia it is a truly pathetic sight to see these trees girdled and bruised from the process of boxing. Their juices have then been drawn off and sent to be distilled. Even before the Revolution this making of turpentine was a large industry in this country. For many years the trees exist—it can hardly be called living—and sometimes a small tuft of green at their top is all that distinguishes them from those that are dead. Were it not for the long continued activity of their heartwood and the healing salve of their balsam, they would necessarily have succumbed. Through its extensive usefulness, however, the tree seems to be doomed by the axe. Even the young trees when they occur among objectionable undergrowth are set on fire, that they may clear it away, and their ashes improve and fertilize the land."

A map showing the original comprehensive growth of *Pinus palustris*, in a range of from five to as high as 15,000 to the acre, would cover an oasis of eastern Texas as large as the state of Maryland, western and central Louisiana to more than a quarter of its area, the southern half of Mississippi, the southern half of Alabama, with three widely distributed sections of growth in the northern and central part of the state, each as large as Delaware, the southern half of Georgia, the northern half of Florida, the southeast half of South Carolina, and the southern portion of North Carolina. In many places this original growth of longleaf yellow pine has been practically depleted. This is true of North Carolina, South Carolina and a good portion of Georgia. In Florida, Alabama, Mississippi and Texas great inroads have been made by the axe and saw, and now practically the entire range of yellow pine growth is in the hands of operators, and already the beginning of the end of this magnificent wood can be readily prophesied. However, at this time the production of longleaf yellow pine constitutes the most im-



TYPICAL FOREST GROWTH LONGLEAF YELLOW PINE, LOUISIANA.

masts, spars, bridges, decks of ships, viaducts, railway ties, car sills, car flooring, flooring, interior finish and general structural work.

Leonsberry says: "Of the pitch pines this great tree is the most valuable, and so extensively has its wood been utilized that the very name Georgia pine is suggestive of commerce. Even its stumps are cut up and

portant specific lumber operation in this country. Its intrinsic merit for such a variety of uses has popularized the wood, both at home and abroad, to that extent that the drain on the forests has amounted to practically a slaughter. The important coast cities of Baltimore, Philadelphia, Washington, New York and Boston and the adjacent sections have for years depended upon long-





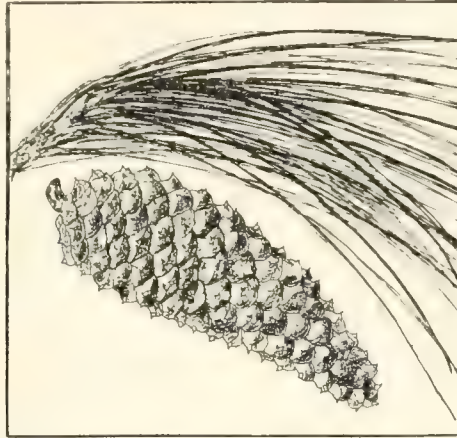


THE SCALER

Portrait by the artist J. K. and L. Stearns.

leaf pine for general structural purposes. The same is true of all the states of the middle West, since the practical extinction of Norway pine. The car builders long ago demonstrated the high value of this wood for car sills, car flooring and general car building purposes. In addition to this has been the immense drain on these forests for flooring, finish and an infinity of other uses. Aside from the destructive saw of the lumberman, the turpentine industry has exhausted and largely ruined no inconsiderable area of this magnificent growth. Abroad, notably in Great Britain, the esteem in which "pitch pine" has been held has taken many thousand shiploads of the material to foreign shores, and the present demand is greater than the producers are able to supply. However, the distribution of the wood is so wide and the general aggregate to the acre so heavy, that *Pinus palustris* will occupy an important position in the lumber commerce of the world for perhaps a decade to come.

The picture of yellow pine herewith reproduced is typical of its forest appearance,



CONE AND STRAW OF LONGLEAF YELLOW PINE.

and the drawing well illustrates the cone and straw.

## Penobscot Bill.

(See Supplement.)

"Well, I jist tell ye, young feller, if ye kin git Penobscot Bill to O. K. yer scheme, us boys will be in it all right. It looks pretty good to me."

The picturesque group about the great box stove in the bunk shanty were thrown into fitful light and shadow as the flickering coal-oil lamps made evident their rugged faces and brawny frames. The young man who had been talking to them seemed almost a pigmy beside these woodsmen, who had gained strength and muscle by years of constant battle with the forests.

This was the first time that "organization" had been suggested to them, and, in the last half hour, under the specious arguments of the young man who had conceived the notion of being walking delegate of Local No. 1, Woodsmen's Union, the idea had grown into a dream of short hours, big pay, the dignity of labor and the grinding power of capital.

The young man talked well and the men listened eagerly, but they all assented when Jake said the matter should be "left out" to Penobscot Bill.

"Who is Penobscot Bill?" asked the union promotor. As if in answer to his question, the low door opened and a stooped figure appeared. He was a tall man and seemed to come through the doorway in sections; first a pair of sinewy arms pushed forward into sight—in one of the muscular hands a board rule and in the other a branding hammer. Then came a shrewd and wrinkled face whose high cheek bones showed under the skin tanned by years of wind and weather; an old slouch hat was pulled so far down on his head that it seemed to rest on his great ears, but the deep set eyes were kindly, and the mouth closed firmly under the heavy grizzled mustache. Lastly, one heavily booted foot followed the other and Penobscot Bill looked

inquiringly at the faces turned toward him.

"Bill," said Jake, the teamster, "here is a young feller that wants us to combine our forces agin' the tyrant capitalists, and we told him we'd let yer be the man to decide fer us."

Penobscot Bill turned to the young man, but said nothing, and the chap, under the level glance of the older man, seemed at a loss to begin. At last Jake spoke: "He says we work too long and don't get enough pay, and that if we organize we can make the old man do right by us."

"Oh, he says that, does he?" remarked Bill with suspicious friendliness. "What else does he say?"

"Well, you see, mister—mister——" the man hesitated.

"Never mind my name," said Bill, "just give me yer spiel."

"Of course you know the great strides that labor has made in the last few years since it has organized. With the exception of the woodsmen almost every department of labor has welded itself together to combat capital, and today it is able to demand that for which a short time ago it only pleaded. It seems to me you fellows up here are getting the worst of it."

There were looks of assent from those around the stove and a grunt from Bill, which might mean anything.

The speaker continued: "You get up in the middle of the night and with the first streak of light you are at work, and you are at it as long as you can see, while in town we work but eight hours a day. Your pay is surely not adequate for the hardship of cold and unrelenting labor. You are constantly in danger of bodily harm from falling trees, your food is coarse and all through the long winter months you have no recreation, only hard work and sleep that gives you strength to work again. The man you are working for, however, grows steadily richer. He sits in his office piling up the money he

gets from his increasing timber values. He cares nothing for you, only——"

"Hold on, young feller!" ejaculated Penobscot Bill. "Do you know Joe?"

"No, I can't say that I do," answered the promotor. "Who is Joe?"

"He's the man you are lying about," said Bill calmly. "Joe is the man that you tell us cares nothing for us. How many times, Jake, has he kept you out of jail when you have been arrested on one of your sprees? How many times, Jim, has he supported your wife and children through the summer after you had spent all your winter's wages on one drunk? What did he do for you, Pat, when, through your own damned carelessness, you crushed your leg—he kept you in the hospital with private room and nurse for three months, didn't he? Where would you be tonight, Jake, if he hadn't happened along the night that outfit from across the river got after you?"

There was no mistaking the old scaler's indignation as he leveled a bony finger at one after another of his fellows as he addressed them.

"Young man, I think you're in the wrong camp. We get all that's coming to us. If we work hard and long it is because we're better off working than loafing. Eight hours a day! Hell! Do you suppose we could get out forty million feet of logs this winter working eight hours a day? I've had nearly twice as many years at scaling logs, young feller, as you've lived, and I have learned many things you may find out if you live long enough. Joe—that's the old man—he and me were boys together down on the old Penobscot. Both of us started out together, and I was said to have the best chance, but I got the big head and I went around talking loud as you are doing—but Joe he kept on working and saving his money. I wanted to be a good feller, and I spent mine. In a little while he bought a chunk of land on the river where the pine run three to the thousand—I know, for I did the scaling. Then he bought a tract up in Canada and I went with him, still talking big of what I was going to do.

"We both fell in love with the same girl and she, God bless her, for some reason, took to me. Joe said nothing, but he raised my wages, and he has helped me as he has the other boys all these years. When Annie died he clasped my hand over her coffin and walked with me to her grave. Don't for a minute, young man, think I begrudge him one dollar he has made. I have got all that's coming to me, and so have you, Jake and Jim and the rest of you. Don't think you're being trampled on by Joe's capital, boys, or that the few hours labor of yer hands each day is worth the days and nights of ceaseless thought and tireless energy he has put into his work. Young man, I think ye had better be going, the boys want to turn in. We must be up early tomorrow as this winter's cut is running twenty to the thousand, and it takes a lot of time to put in forty million. Thank ye, kindly, but I guess as I have got along without a union for sixty years, I'll try and weather it fer the few more winters that are to come."

The young man looked about, but the faces of the men had changed expression, and there was a sigh of relief as Jake the teamster rose, and with careful emphasis said: "Good-night, young feller."





hardwoods. I would heartily concur in your proposition that the people who own a majority or even half of the stumpage of a given kind should be entitled to have their say about the classification and rules of inspection that govern it. At the same time I think that promulgating a new set of rules on tupelo gum should be a matter of mutual agreement, which can readily be obtained between your association and the other leading hardwood associations of the country. I am morally certain that both the big associations would be very glad to let your people dominate the tupelo grading rules. It was with this idea in view that I refrained from printing the rules at the time you promulgated them, to give these other associations an opportunity to adopt your rules before I contributed to placing them in general circulation among the hardwood consuming trade of the country.

By the same analogy that is expressed in your letter the Southern Cypress Manufacturers' Association, whose members are large owners not only of tupelo, but of black and red gum, oak and other varieties of hardwoods, very likely might also promulgate another set of rules covering each of these woods named. I contend that this multiplicity of grading rules will simply lead to confusion and is not a desirable feature of good hardwood trade ethics unless the rules become a matter of mutual agreement between your members and the other leading hardwood associations. HENRY H. GIBSON, Editor.

Since the above was written the Hardwood Manufacturers' Association of the United States has adopted these rules, and they are printed in full in connection with the report of the district meeting held at Memphis, March 31, elsewhere in this issue of the HARDWOOD RECORD. EDITOR.

#### Proposed Gift of Land for Growing Hickory.

In the Mail Bag department of the HARDWOOD RECORD of March 25 was a letter from Wm. L. Hall, chief of forest production of the United States Forest Service, suggesting that the division of this service which he represents would be glad to take up an experiment on the regrowing of hickory if suitable lands could be obtained without cost to the government. In reference to this suggestion on the part of Mr. Hall the following letter has been received from Col. M. H. Crump, of Bowling Green, Ky.:

Editor HARDWOOD RECORD: Referring to experiments in growing hickory I beg to state that I own in fee simple some 2,500 acres of timber land, much of which is covered with a young growth of very vigorous white hickory. I shall be pleased to consider the question of placing

from 200 to 500 acres of this territory at the disposal of the forestry department. The location is Edmonson county, Kentucky, some ten miles from Mammoth Cave. Lock No. 6 just completed by the government, brings ten feet of navigable water to the tract. A preliminary inspection of this tract was made by an officer of the Forestry Service several years ago, who highly commended the growth of young hickory; when last heard of the officer was forester to the Sandwich Islands. M. H. CRUMP.

This proposal of Col. Crump is very commendatory, as, if there is any subject in which the manufacturing lumber trade as well as the industries depending on hickory are deeply interested, it is the prospect of securing by some means additional supplies of this apparently indispensable wood.—EDITOR.

#### One of Many.

MADISON, N. C., March 26. Editor HARDWOOD RECORD: I wish to thank you for the information you supply concerning dimension stock and the necessary tools for getting it out. I also wish to say that we rough lumber folks are destroying too much timber and not getting out of it what we should, and I for one wish to make some changes and want to be advised in regard to them. We cannot run a dry kiln in the woods at temporary mills and yards successfully, so that we need something we can work green or air dry; hence I am figuring on dimension stock and turned work, to get more work, more pay, less movings of my mill, less freight and less timber destroyed. I will be thankful for any advice. This idea came to me from reading your paper. E. P. CATHILL.

The writer of the above letter is one of the numerous class of small mill men who is anxious to put his business into more logical and satisfactory shape. While this and other issues of the HARDWOOD RECORD contain considerable information on the subject, readers who are familiar with corresponding conditions and with the dimension business are invited to forward the editor such advice as would assist the correspondent in carrying out his plans successfully. EDITOR.

#### Makers of Wagon Stock.

The HARDWOOD RECORD is in receipt of numerous requests from wagon makers for the addresses of manufacturers of wagon stock. It is desired that all concerns interested in this line of production, who would like to be put in communication with the leading wagon manufacturers of the United

States, forward their addresses to this office, with a notation of the line of stock manufactured. EDITOR.

#### Exhaustion of Timber in Ireland.

In a letter received by the HARDWOOD RECORD from S. S. Knabenshue, United States consul at Belfast, Ireland, he says: "The first thing that strikes one on traveling in Ireland is the paucity of timber. It was originally a land of dense forests, especially of oak, but it now has less than two per cent of its area in timber, and hardly any of that possesses any value as lumber. It is a long cry from the time when the Ard-Righ, the 'over-king' of Ireland, sent to William Rufus of England the magnificent beams of Irish oak which still exist in the mighty roof of Westminster hall, to the present, when the building lumber of Ireland is chiefly obtained from Norway. Belfast uses a large quantity of wood paving, the blocks being of jarrah-wood, imported from Australia."

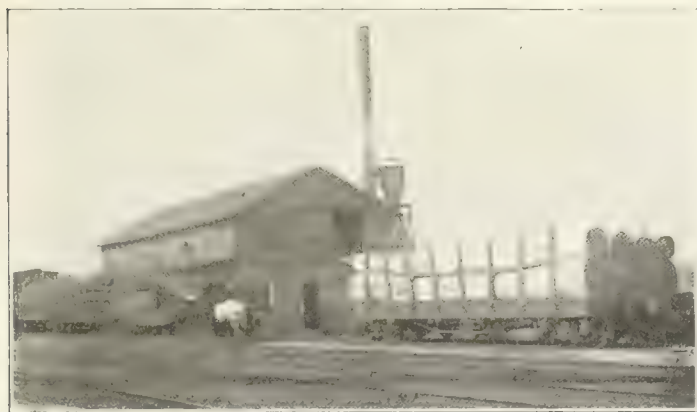
#### Walnut Sawmill and Export Walnut Logs.

An illustration on this page shows the black walnut sawmill of E. H. Fall of Port Clinton, O. In the foreground will be noticed a carload of black walnut logs prepared for export. Mr. Fall has been engaged in the exporting of walnut logs for many years, and recently built an up-to-date sawmill at Port Clinton, where he groups walnut timber from Ohio and neighboring states and prepares the better logs for export, reducing the remainder to lumber and dimension material. Mr. Fall's annual output runs into several million feet. For a wood that is supposed to be exhausted in a large portion of the original walnut growing territory, it is astonishing to note the quantity of walnut that is annually produced in the middle west. The total output for the last twelve months will aggregate well toward 40,000,000 feet.

A large portion of black walnut goes into export, but at the same time there seems to be a renaissance in its home use, as some furniture makers are again commencing to take up the manufacture of special lines out of walnut, and manufacturers of electrical wares are thoroughly committed to the use of this material in switchboards and minor electrical apparatus.

#### A Fine Indiana Poplar.

The caravan of poplar logs depicted in the half-tone illustration on this page shows the output of one poplar tree, owned by Benjamin N. Lukens of Greencastle, Ind. Six logs came out of the tree, but only five appear in the picture, as a twelve-foot log was hauled the day before the photograph was taken. The trunk of the tree was eighty feet in length and scaled, by Scribner measurement, a little over 7,500 feet. Of course a tree of this size would not have been uncommon in Indiana a few years ago, but it is rarely that a like tree is now seen in the state.



CAR OF EXPORT WALNUT LOGS AND SAW MILL. E. H. FALL, PORT CLINTON, O.



CARAVAN OF TEAMS HAULING LOGS FROM ONE POPLAR TREE, OWNED BY BENJAMIN N. LUKENS, GREENCASTLE, IND.



# Meeting Wisconsin Hardwood Lumbermen's Ass'n.

The Wisconsin Hardwood Lumbermen's Association held a special spring meeting at the Elks Club Rooms at Marshfield, Wis., on the afternoon of Tuesday, March 27. A large proportion of the members of the association were present, with President E. P. Arpin of the Arpin Hardwood Lumber Company, Grand Rapids, Wis., in the chair. The minutes of the annual meeting held at Milwaukee in September were read by Secretary A. E. Beebe, and were approved. Applications were received for membership to the association, and on motion the following were elected:

Biswell Lumber & Manufacturing Co., Minneapolis, Minn.

Barker & Stewart Lumber Co., Wausau.

Hackley Phelps Bonnell Co., Hackley.

stampage, he said, were startling, and showed that the available timber supply of the state was fast disappearing. Mr. Arpin expressed the opinion that few of those who were timber owners realized the future value of it, and under these conditions he thought the increase in lumber prices was entirely justified.

The president referred to the committee, consisting of Mr. Humphrey and himself, who had been appointed to attend the car stake and equipment convention at Chicago in October last. He stated that the convention was held under the auspices of the National Wholesale Lumber Dealers' Association, and it was decided to raise the sum of \$10,000 in order to fight the car equipment proposition through the Interstate Commerce Commission and the courts if necessary. On behalf of the Wisconsin association this committee pledged \$100 to the fund, subject to the approval of the association.

Incidentally he referred to the rate convention held in Chicago, and stated that as the Wisconsin association had expressed itself as being against federal rate regulation, he did not feel like going into that convention as a representative of the Wisconsin association, but his personal interest had led him to attend as an individual; but he took no part in the conference.

No. 2 common, \$19; No. 3 common, \$10, 2 1/2 inch and thicker, \$2 advance on 1st and 2nd and Nos. 1 and 2 common.

Red oak 1, 1 1/4, 1 1/2, 2, 2 1/2 inch advanced \$5 on 1st and 2nd and Nos. 1 and 2 common.

White oak 1, 1 1/4, 1 1/2, 2, 2 1/2 inch advanced \$5 on 1st and 2nd and Nos. 1 and 2 common.

Hard maple—All thicknesses advanced \$1 on No. 2 common; \$2 on No. 3 common.

Soft maple—Price on 1 to 2 inch, No. 3 common, \$9, added to old list.

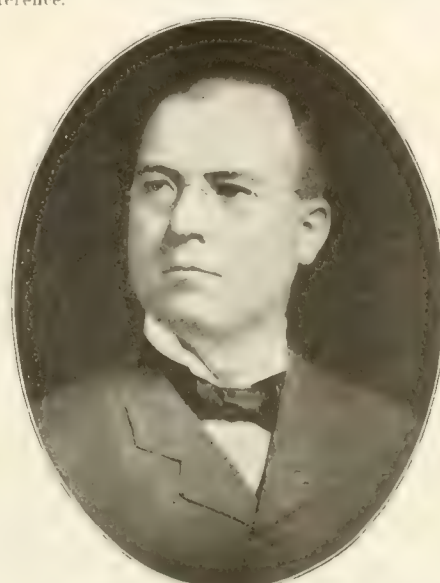
The list as amended will be found complete elsewhere in connection with this report.

Mr. Owen stated further that reports on the dry and green lumber and logs in sight, which covered about eighty per cent of the total cut of members of the association, showed available stock of ash to the amount of 5,000,000 feet; birch, 60,000,000 feet; butternut, 2,250,000 feet; basswood, 80,000,000 feet; soft elm, 36,500,000; rock elm, 11,500,000; red oak, 9,500,000; white oak, 2,500,000; hard and soft maple, 32,500,000. He regarded this comparative paucity of stock as a good argument in favor of the general advance in prices recommended.

The chairman stated further that the cost of logging as reported by various members had been from five to fifty per cent greater than last year. Three only reported that their cost was



E. P. ARPIN, PRESIDENT, ARPIN HARDWOOD LUMBER CO., GRAND RAPIDS



B. W. DAVIS, VICE PRESIDENT, JOHN R. DAVIS LUMBER COMPANY, PHILLIPS



A. E. BEEBEE, SECRETARY, B. E. McMILLAN & BROTHER, McMILLAN

V. P. Owen & Brown, Marshfield

Grand Lumber Co., Dunbar

Whelan, Holmes & Timlin Co., Wausau

W. R. Mackenzie & Co., Madison

A. H. Barnard, Minneapolis, Minn.

Dells Lumber & Shingle Co., Eau Claire

## Abstract of President's Address.

The president made a brief address in which he said that the secretary had done a good deal of work along special lines since the last meeting, and had rendered very efficient service. He said that the suggestion that had been passed upon at the annual meeting relative to the employment of a salaried inspector to travel about the state and visit the several plants of the members for the purpose of posting local inspectors on grades had been submitted to a vote of the members and that there was a general feeling that this expense was unnecessary, and therefore he had not employed an inspector. Of the forty-six responses received by the secretary from letters which he had written to various members, twenty-five were in favor of the system and the others were not.

The president further said that the association was to be congratulated over the way in which the price list had been sustained. At the time a good many thought it was a little high, but the result had been up to the highest expectations. He said that the increase in the price of lumber was due to numerous conditions. The cost of logging had been high, but could have been made good. The demand for lumber was high, and the supply was low. He stated that the association had been successful in securing the advance of 1 cent on 1 inch, 1 1/4, 1 1/2, 2, 2 1/2 inch, No. 1 and 2 common, and 1 cent on 2 inch, 1st and 2nd, No. 1 common, \$27; No. 2 common, \$19; No. 3 common, \$10, 2 1/2 inch and thicker, \$2 advance on 1st and 2nd and Nos. 1 and 2 common.

He stated that the matter of terms of sale had been presented and passed upon by the association, as well as the new grading books, and that they spoke for themselves. President Arpin concluded by saying that the most important matter to come before the meeting was the report of the price list committee, for which he asked consideration.

## Changes in Price List.

A. R. Owen, chairman of the price list committee, reported that the committee had very carefully reviewed the condition of stocks, taking into account both dry and green lumber and logs on hand, comparing the totals with corresponding stocks since 1901, and recommended changes in the price list as noted below:

Ash—One inch (red cut), No. 3 common cut, \$2 advance; 1st and 2nd, all thicknesses, \$3 advance; Nos. 1, 2 and 3 common, all thicknesses, \$2 advance.

Birch—One inch (red cut), No. 2 common, \$2 advance; 1 1/4 and 1 1/2 inch, No. 2 common, \$1 advance; 1-inch (red cut), 1 1/4, 1 1/2 and 2 inch, No. 3 common, \$2 advance.

Butternut—Prices remain unchanged.

Basswood—One inch (red cut), No. 3 common cut, 50 cents advance; 1-inch, 5-inch to 11 inch, 8 feet to 16 feet, No. 1 common, \$1; No. 2 common \$2 and No. 3 common, \$1.50 advance respectively; 12-inch and wider, \$4 advance; 1 1/4 and 1 1/2 inch, No. 1 common, \$1 reduction; No. 2 common, \$2 advance; No. 3 common, \$1.50 advance; 1-inch box common (Nos. 2 and 3 common mixed), \$1.50 advance.

Soft elm—Prices on No. 3 common, all thicknesses, advanced \$1.

Rock elm—1, 1 1/4, 1 1/2, and 2 inch, log run (No. 3 common cut), \$2 advance; 1 1/4, 1 1/2, 1st and 2nd and No. 1 common, \$2 advance. Prices on 2 inch, 1st and 2nd, \$30; No. 1 common, \$27;

approximately the same as last year, and one member reported a slightly lower cost. Twenty-six members reported that the demand for lumber was better than a year ago, and eight that the demand was about the same.

On motion of George H. Chapman the prices recommended were adopted as the official carload price list, 1, a, b Wausau freight rate, to become effective March 27.

B. E. McMillan stated that he thought the members had failed to appreciate both the value and scarcity of rock elm, and never had received a just price for the wood. He contended that it was worth \$30 for No. 2 and better as a substitute for much higher priced woods of no greater intrinsic merit. He thought that instead of an advance of \$2 it should have been much more.

George H. Chapman then addressed the convention on the subject of having more respect for the price list established by the association than had been manifested in the past. He said:

"I want to strengthen the work of the price list committee. Our price lists for years have not meant much a good deal of the time. We have followed the practice of adopting two price lists a year, but other times the list took care of itself or each fellow took care of it to suit himself. I believe in putting the work of the price list committee on a better basis, and while there are some items in which I don't agree with them I am not going to object, but I am going to accept the price list committee's recommendations and stand by them at all times. I have heard of some criticism on the list adopted a couple of months ago, based on the statement that they had no authority to adopt a list when there is no meeting of the association. That certainly is not in accordance with the action at the last meeting, which instructed that committee to hold their meetings, not only to advance but to reduce prices, if necessary, when



ever the market conditions required. I hope that they are going to hold their meetings and change the list whenever the conditions warrant a change. The committee is supposed to know more about these things than some of the rest



EDWARD J. YOUNG, BRITTINGHAM & YOUNG COMPANY, MADISON.

of us, simply because it is their business to study the conditions."

#### Freight Rates on Westbound Lumber.

President Arpin then addressed the convention on the subject of the freight rates on hardwood lumber to the Pacific coast. He discussed at length the inequality and injustice of the present schedule as compared with eastbound shipments. In part he said:

"The rate now is 85 cents a hundred, whereas the rate on cedar and white pine coming this way is only 60 cents, and on fir 50 cents, the lower rate on fir being because of the larger tonnage it affords the railways and the claim of the manufacturers that otherwise they could not reach the eastern markets with it. There was a very general movement by the manufacturers to secure a 40-cent rate on fir and to increase the rates on lumber moving westward to \$1 on rough and \$1.25 on finished product. They had the matter well in hand and appeared before the transcontinental committee in Chicago, with a good many petitions reinforcing their position. Their idea was to open a wider eastern market for their product and very unselfishly at the same time to shut out the lumber from the east. It so happened that at the same time a commit-

I am sorry Mr. Agler is not here; he was the only one they would receive in any way. The most they would do was to listen to Mr. Agler for a few minutes and then simply put the matter off. I think, however, the effect was to show that the people at this end were awake, and to stop the proposed movement."

B. F. McMillan then interrupted the speaker with the query, "Isn't it a fact that Jim Hill was asked when they would make a 30-cent rate on lumber coming east and replied 'When you load our cars going west?'"

President Arpin responded and continued:

"Yes, that is true; and you can readily see the application. We have paid as high as \$510 freight on a car of lumber to the coast; and you can look at any freight bill you want to on lumber coming east and you will not find it more than \$250 a car. Birch weighs four pounds and lumber coming east weighs two and a half to three pounds. Therefore our commodity would give them one-third more revenue at the same rate. I have letters here that go to show that under the existing rates they find it cheaper to buy Australian woods than to buy our woods. We can take our lumber today and deliver it to the Mississippi river and send it by water route to Los Angeles for 25 cents a hundred, and they charge us 85 cents. We tried to get the National association to cooperate with us in this movement; but Mr. Palmer refused to do anything."

A. L. Osborn—Did he give any reason?

The Chair—None that I considered a good reason.

Mr. Osborn—Then he did give some reason?

The chair read an extract from Mr. Palmer's letter, as follows:



H. C. HUMPHREY, G. W. JONES LUMBER COMPANY, APPLETON.

"I very much doubt whether the time is propitious to make such demands. Western shippers recently have been denied a reduction to eastern points and the eastern shippers could hardly hope for better things. \* \* \* Then again a reduction has recently been made from southwestern points and it is hardly likely that a further reduction in that territory would be considered at the present time. In other words, they have got what they wanted from the South and are indifferent as to whether we get what we want or not. Some of the roads, like the Missouri Pacific, would be glad to cooperate in such a reduction. I have a letter here from one of my western customers and it seems that they don't like to have the inside finish come in on the same rate as the rough lumber. It works against their home manufacturing establishments."

Mr. Arpin read the letter referred to, which among other things said that Australian cherry could be bought delivered at \$85 a thousand for firsts and seconds, which was similar to the domestic wood, but much more beautiful. For birch \$72 was asked, about twenty per cent of which was sap. The 85-cent rate applied from New York to Arizona, except from certain Louisville & Nashville and Nashville, Chattanooga & St. Louis railroad points. The letter closed by stating that numerous petitions for a reduction in lumber rates from the East could be secured if the eastern people would consent to a differential between rough lumber and finished products.

A. L. Osborn then spoke suggesting that possibly it might not be policy to attempt to secure a reduction on hardwood freight rates from

Mississippi valley points to the Pacific coast, as a reduction in this rate would tend to still further reduce the Pacific coast rate to the eastern markets, and more seriously interfere with the eastern distribution of pine and hem-



T. R. WALL, WALL-SPALDING LUMBER COMPANY, OSHKOSH.

lock. He stated that already ordinary sized dimension in fir was reaching Minneapolis territory in competition with Norway and hemlock. He took this view of the matter from the fact that the larger number of hardwood operators in Wisconsin were also more or less interested in building woods.

F. H. Pardoe took issue with the speaker, saying that he had lost sight of the competition of Australian and Philippine hardwoods.

Mr. Osborn responded that if he were a manufacturer of nothing but hardwoods he would certainly be in favor of a lower level of west-bound freight rates.

Mr. Pardoe stated that he was in favor of opening western markets to eastern hardwoods as against imported woods, and that there were no local woods on the coast to compete for like purposes. He noted having seen Australian and eastern oak piled side by side in San Francisco yards, and that the eastern stock was much the better and would have a much larger call if it should be delivered on a reasonable freight rate. He further believed that eastern building woods would take care of themselves even in the face of a further reduction of 10 cents in rates from the coast.



G. J. LANDECK, PAGE & LANDECK LUMBER COMPANY, MILWAUKEE.

B. F. McMillan then pointed out the inconsistency of the transcontinental lines in hauling empty cars west rather than hauling them loaded, which they could do if they would make a reasonable rate on hardwoods.



WILLIAM J. WAGSTAFF, OSHKOSH.

tee from this association, appointed by the chair, consisting of O. O. Agler, G. J. Landeck and W. J. Wagstaff, who came to secure a hearing before this same committee and do what could be done to secure a reduction of the rates going west.



He said that the National Association of Lumbermen was a very important organization and that it was his duty to represent it. He said that he was very proud to be a member of the association and that he was very glad to be able to represent it. He said that he was very glad to be able to represent it.



GEORGE L. FOSTER, FOSTER-LATIMER LUMBER COMPANY, MELLEN

He said that he would take any action that would be in the best interest of the association. He said that he would take any action that would be in the best interest of the association. He said that he would take any action that would be in the best interest of the association.

#### Report of Finances.

A report of the finances of the association was made by the treasurer, A. L. Beebe, secretary, and the following statement of the finances for the year ending March 27, 1906.

Receipts	
Balance from previous year	\$231.46
Balance from previous year	25.00
Memberships	14.00
Interest on investments	282.50
Other	3.00

Total \$555.96

Disbursements	
Printing and stationery	\$8.20
Travel	15.00
Postage	10.00
Telephone	1.00
Other	1.80

Total \$36.00

The balance on hand at the close of the year was \$519.96. The committee on the part of the National Wholesale Lumber Dealers' Association for the year ending March 27, 1906.

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#### Attendance.

The following list of members of the association were present at the annual meeting held at Mellen, Wis., on March 27, 1906.

A. H. Barnard, Minneapolis, Minn.  
J. C. Bennett, Upland & Agler, Wausau.  
F. W. Bassett, Russell Lumber & Manufacturing Co., Minneapolis, Minn.  
T. B. Bissell, Farmer Street Land & Lumber Co., Chicago Heights, Ill.  
George H. Chapman, North Western Lumber Co., Stanley.  
Albert Cone, American Lumberman, Chicago.  
C. H. Donaldson, Mason Donaldson Lumber Co., Rhinelander.  
B. W. Davis, John R. Davis Lumber Co., Phillips.  
J. L. Davis, John R. Davis Lumber Co., Phillips.  
R. T. Doud, Doud Sons & Co., Winona, Minn.  
R. J. Demares, John R. Davis Lumber Co., Phillips.  
E. R. Elliott, E. R. Elliott & Co., Madison.  
William L. Erbach, Reibrock Land & Lumber Co., Athens.  
George E. Foster, Foster-Latimer Lumber Co., Mellen.  
E. E. Finney, Marshfield Land & Lumber Co., Marshfield.  
W. W. Gamble, Wausau Lumber Co., Edgar.  
J. E. Gillett, Dells Lumber & Shingle Co., Eau Claire.  
L. W. Gibson, Medford Lumber Co., Medford.  
Henry H. Gibson, HARDWOOD RECORD, Chicago.  
L. C. Hayden, Mississippi Valley Lumberman, Minneapolis, Minn.  
E. P. Holmes, Wheeler, Holmes & Tindin Co., Wausau.  
H. C. Humphrey, G. W. Jones Lumber Co., Appleton.  
J. F. Hughes, John S. Owen Lumber Co., Owen.  
George H. Lusk, Nye, Lusk & Hudson Co., Thorp.  
G. J. Landeck, Page & Landeck Lumber Co., Milwaukee.  
W. R. Mackenzie, W. R. Mackenzie & Co., Madison.  
George W. Maxson, Girard Lumber Co., Dunbar.  
B. F. McMillan, B. F. McMillan & Bro., McMillan.  
A. R. Owen, John S. Owen Lumber Co., Owen.  
A. L. Osborn, Medford Lumber Co., Medford.  
F. H. Pardee, Fenwood Lumber Co., Wausau.  
M. J. Quidan, Menominee Bay Shore Lumber Co., Seperton.  
H. W. Russell, Fenwood Lumber Co., Wausau.  
Gus Ringle, Quaw Lumber Co., Edgar.  
J. D. R. Steven, William J. Starr, Eau Claire.

W. H. Upham, Marshfield Land & Lumber Co., Marshfield.  
William J. Wagstaff, Oshkosh.  
T. R. Wall, Wall Spaulding Lumber Co., Oshkosh.



GEORGE H. CHAPMAN, NORTH WESTERN LUMBER COMPANY, EAU CLAIRE

A. R. Week, John Week Lumber Co., Stevens Point.  
E. J. Young, Brittingham & Young Co., Madison.

The Nashville Spoke Company has opened a branch plant at Gallatin, Tenn., for the manufacture of automobile and carriage spokes. The factory is up to date in every respect and of large capacity. Much of the output will be shipped to eastern points.

#### OFFICIAL CARLOAD PRICE LIST.

Effective March 27, 1906, f. o. b. Wausau, Wis., freight rate.

		1st and 2nd	No 1 Com	No 2 Com	No 3 Com
ASH	1 in. log run (No. 3 Common out)	\$25.00			
	1 in.		\$38.00	\$25.00	\$14.00
	1 1/4 in.		40.00	27.00	16.00
	2 in.		41.00	28.00	16.00
	2 1/2 in. and thicker		46.00	30.00	16.00
BIRCH	1 in. log run (mixed color, No. 3 Common out)	19.00			
	1 in.		31.00	18.00	12.00
	1 1/4 in.		33.00	20.00	12.00
	2 in.		34.00	22.00	13.00
	2 1/2 in. and thicker		40.00	28.00	15.00
BUTTERNUT	1 in. log run (No. 3 Common out)	25.00			
	1 in.		35.00	25.00	15.00
	1 1/4 in.		40.00	30.00	16.00
	2 in.		42.00	32.00	16.00
	2 1/2 in. and thicker		46.00	34.00	16.00
BASSWOOD	1 in. log run (No. 3 Common out)	20.50			
	1 in.		30.00	20.00	14.00
	1 1/4 in.		32.00	22.00	15.00
	2 in.		34.00	24.00	16.00
	2 1/2 in. and thicker		38.00	26.00	16.00
SOFT ELM	1 in. log run (No. 3 Common out)	23.00			
	1 in.		35.00	22.00	17.00
	1 1/4 in.		37.00	24.00	18.00
	2 in.		39.00	26.00	19.00
	2 1/2 in. and thicker		42.00	28.00	20.00
ROCK ELM	1 in. log run (No. 3 Common out)	23.00			
	1 in.		35.00	22.00	17.00
	1 1/4 in.		37.00	24.00	18.00
	2 in.		39.00	26.00	19.00
	2 1/2 in. and thicker		42.00	28.00	20.00
RED OAK	1 in. log run (No. 3 Common out)	15.00			
	1 in.		25.00	18.00	12.00
	1 1/4 in.		27.00	20.00	13.00
	2 in.		29.00	22.00	14.00
	2 1/2 in. and thicker		32.00	24.00	15.00
WHITE OAK	1 in. log run (No. 3 Common out)	17.00			
	1 in.		27.00	20.00	13.00
	1 1/4 in.		29.00	22.00	14.00
	2 in.		31.00	24.00	15.00
	2 1/2 in. and thicker		34.00	26.00	16.00
HARD MAPLE	1 in. log run (No. 3 Common out)	14.00			
	1 in.		24.00	18.00	12.00
	1 1/4 in.		26.00	20.00	13.00
	2 in.		28.00	22.00	14.00
	2 1/2 in. and thicker		30.00	24.00	15.00
SOFT MAPLE	1 in. log run (No. 3 Common out)	11.00			
	1 in.		21.00	16.00	11.00
	1 1/4 in.		23.00	18.00	12.00
	2 in.		25.00	20.00	13.00
	2 1/2 in. and thicker		27.00	22.00	14.00

# District Meeting of Hardwood Manufacturers' Ass'n.

A district meeting of a considerable number of the members of the Hardwood Manufacturers' Association of the United States whose interests lie along the lower Mississippi valley was held at the Gayoso hotel, Memphis, on Saturday afternoon, March 31.



WM. WILMS, PRESIDENT, PAETCKE LEICHT LUMBER COMPANY, CHICAGO

William Wilms, president of the association, presided, and Lewis Doster, secretary, made a record of the proceedings. In a brief address Mr. Wilms explained the aims and achievements of the association and the nature of the work being done. Incident to his address he read a letter from Howard Rule, secretary of the Himmelberger-Harrison Lumber Company of Morehouse, Mo., in which he joked the president about his failure to attend a meeting of gum and cottonwood manufacturers held in his office a few days before, and stated that the only way in which the president could square himself was by inviting the visitors to the Memphis meeting to dine at his expense. Mr. Wilms was equal to the occasion, and stated that if he could regain the approbation of his gum and cottonwood friends in so easy a manner, he would invite not only them, but all others present to become his guests at dinner that night. The invitation was promptly accepted.

Secretary Doster read a number of letters from absent members, expressing their regret at their inability to attend, and for the benefit of certain new members of the association, went into considerable detail in explaining the methods pursued by the organization in handling grading and other problems.

R. M. Carrier of Sardis, Miss., then spoke in approval of the work of the association and the good results it had accomplished in connection with his own business. He advocated faithfulness to the tenets of the organization, upholding prices as recommended and generally standing true.

H. E. Bacon also made an address com-

mentary to the methods of the association. He stated that he was thoroughly familiar with the workings of the Mississippi Valley Lumbermen's Association on the principles of which organization the Hardwood Manufacturers' Association was built. He showed conclusively that the great benefits derived from the building woods association might be more than duplicated by members following closely and coöperating in the work of the Hardwood Manufacturers' Association.

C. H. Moore of Moore & McFerren endorsed the statements made by both Mr. Carrier and Mr. Bacon, and pointed out the special benefits which uniform grading would bring to manufacturers of cottonwood lumber who have only recently joined the association.

W. C. Dewey of the Chapman & Dewey Lumber Company of Kansas City, Mo., a new member of the association, expressed himself as highly pleased with the work his inspectors had been doing since they had had the benefit of a personal visit and instruction



LEWIS DOSTER, SECRETARY, CHICAGO

from J. V. Hill, chief inspector, at his several plants. He said he regarded his alliance with the association a distinct advance movement by his company in the conduct of its business.

Chas. L. Harrison of the Himmelberger-Harrison Lumber Company, Morehouse, Mo., then related his experience in keeping his inspectors on a uniform grading system. He stated that the inspectors employed by his company held weekly meetings, where difficult inspection problems that came up during the previous week were thoroughly discussed and lined up.

## Three New Committees Appointed.

On motion of R. M. Carrier the president was requested to appoint a committee on oak and ash values for the purpose of making a new price list which should fairly represent values. The chair appointed as such committee, H. E. Bacon, S. M. Crowell, R. M. Carrier, W. C. Dewey and H. Taylor.

On motion, the chair was authorized to appoint a committee on grading rules for red gum. The chair appointed as such committee Chas. L. Harrison, E. E. Gary and Geo. F. Riel.

A committee was also appointed to discuss grading rules on cottonwood, and to supply the executive committee with the results of its deliberations. The chair appointed on this committee S. B. Anderson, E. A. Lang, R. E. Lee Wilson and C. H. Moore.

Applications for membership were received from the J. W. Dickson Lumber Company of Memphis and the W. H. Hancock Lumber Company (by W. R. Barksdale, president) of Inverness, Miss., and Memphis, Tenn.

## Tupelo Grading Rules Adopted.

Geo. E. Watson, secretary of the Southern Cypress Manufacturers' Association, then addressed the meeting on the subject of the grading rules for tupelo or bay poplar, recently promulgated and adopted by his association. The rules were thoroughly discussed by those present and on motion, the members present recommended to the executive board that the classification and inspection of tupelo as adopted by the Southern Cypress Manufacturers' Association be adopted as the official rules of the Hardwood Manufacturers' Association covering this wood, and that they be published in the official grading rules book of the association. The classification and inspection for bay poplar are as follows:

### GENERAL EXPLANATIONS

All lumber must be inspected on the poorer side.

All tapering boards shall be measured at the narrow end and in lengths of even feet.

Lumber shall be sawed of full and even thickness.



GEORGE E. WATSON, SECRETARY, SOUTHERN CYPRESS MANUFACTURERS' ASSOCIATION, NEW ORLEANS

Scant sawed lumber shall be reduced to the next standard thickness.

The standard lengths are four to 16 feet. The standard thicknesses are 3/4 inch, 1 inch, 1 1/4 inch, 1 1/2 inch, 2 inch, 2 1/2 inch, 3 inch and 4 inch, when dry.

All lumber less than one inch in thickness shall be measured face measure.



Bright sap in bay poplar is not to be considered a defect, and sap shall be considered bright which will show bright when planed once. Ordinary season checks are not to be considered defects.

#### STANDARD DEFECTS.

One knot  $1\frac{1}{4}$  inches in diameter. Two knots not exceeding in extent one standard knot.

Worm holes, grub holes, or rafting pin holes not exceeding in extent or damage one standard knot.

One bark edge or wane not to exceed one inch in the aggregate, running not to exceed one-third the length of the board and showing on one edge only. Said wane to be measured.

Splits that do not diverge more than one inch for each foot in length are straight splits.

Wide pieces of lumber that would take two or three standard defects may have one large defect equal to two or three standard defects.

#### STANDARD GRADES.

All standard grades of bay poplar shall be classified for the purpose of inspection, as follows:

Box boards, first and second clear. No. 1 common, No. 2 common and No. 3 common.

#### BOX BOARDS.

Shall consist of boards 13 inches and wider, 12, 14 and 16 feet in length, and splits amounting to six inches in length and three sound pin knots not exceeding three-quarter inches in diameter showing on one side only shall be admitted. Slightly discolored sap, which will dress up sound, not necessarily bright, but not black, shall be admitted.

#### FIRST AND SECOND CLEAR.

Shall be six inches and over in width, 10, 12, 14 and 16 feet in length; pieces six inches to eight inches wide shall be clear. Pieces nine inches to 10 inches wide shall admit one standard defect or its equivalent; pieces 11 inches to 12 inches wide shall admit two standard defects or their equivalent; for each additional two inches in width over 12 inches, an additional standard defect or its equivalent shall be admitted. In this grade straight splits shall be admitted which do not exceed in length the width of the piece in inches. Slightly discolored sap which will dress up sound, not necessarily bright, but not black, shall be admitted.

#### NO. 1 COMMON.

Shall be four inches and over in width, eight feet and over in length. Pieces four inches and five inches wide shall be clear one face and have two square edges; pieces six inches to eight inches wide shall admit two standard defects or their equivalent; pieces over eight inches wide shall admit two standard defects or their equivalent in addition to those allowed in firsts and seconds. This grade must work three-quarter clear one face; no cutting to be considered which is less than four inches wide and three feet long. Straight splits shall be admitted in this grade in pieces 10 inches and over wide.



R. M. CARRIER, CARRIER LUMBER & MFG. CO., SARDIS, MISS.

Shall be four inches and over in width, eight feet and over in length. Pieces four inches and five inches wide shall be clear one face and have two square edges; pieces six inches to eight inches wide shall admit two standard defects or their equivalent; pieces over eight inches wide shall admit two standard defects or their equivalent in addition to those allowed in firsts and seconds. This grade must work three-quarter clear one face; no cutting to be considered which is less than four inches wide and three feet long. Straight splits shall be admitted in this grade in pieces 10 inches and over wide.

#### NO. 2 COMMON.

Shall be four inches and over in width, eight feet and over in length. Pieces four inches and five inches wide shall be clear one face and have two square edges; pieces six inches to eight inches wide shall admit two standard defects or their equivalent; pieces over eight inches wide shall admit two standard defects or their equivalent in addition to those allowed in firsts and seconds. This grade must work three-quarter clear one face; no cutting to be considered which is less than four inches wide and three feet long. Straight splits shall be admitted in this grade in pieces 10 inches and over wide.

ordinary box-making purposes. Stain, worm holes, warped and woolly pieces belong in this grade.

#### NO. 3. COMMON.

Shall be three inches and wider, and four feet and longer, and must contain at least 25 per cent sound cutting, not less than three inches wide and two feet long.

#### CAR SIDING STRIPS.

Shall be eight or 16 feet long, one inch thick and six inches wide, and shall have one clear face.

#### BEVEL SIDING.

A Grade. Shall be absolutely clear face, except small defects within one inch of the thin edge.

B Grade. Shall admit slightly discolored sap, or three sound knots, not to exceed three-quarters of an inch in diameter.

C Grade. Shall comprise stock not up to grade of B, admitting unsound knots, splits, etc., provided three-fourths of the piece will work merchantable.

#### DROP SIDING.

A Grade. Shall have one clear face and be otherwise sound.

B Grade. Shall admit of discolored sap, and in six-inch will admit of two standard knots, in eight-inch four standard knots, or their equivalent in smaller knots.

#### FLOORING AND CEILING.

A Grade. Shall have one clear face and be otherwise sound.

B Grade. Shall admit of one standard knot or three small knots and slight sap stains.

C Grade. Shall comprise stock not up to grade of B, provided three-fourths of the piece will work merchantable.

Four and six-inch flooring and ceiling shall be worked  $2\frac{1}{4}$  and  $5\frac{1}{4}$  inch face.



S. B. ANDERSON, ANDERSON TULLY CO., MEMPHIS, TENN.

#### PARTITION.

A Grade. Must be clear of knots on both sides.

B Grade. Will be graded the same as B flooring on both sides.

#### WAINSCOTING.

Shall be graded the same as flooring and ceiling.

#### CASING, BASE AND MOULDINGS.

Shall be based on Universal Moulding Book STANDARD FINISHED SIZES OF DRESSED LUMBER.

One inch stock surfaces one or two sides to 13 16 inch.

Lumber surfaced one edge takes off  $\frac{3}{8}$  inch; surfaced two edges takes off  $\frac{1}{2}$  inch.

Flooring or ceiling from 1x4 inch finishes 13 16  $\frac{1}{4}$  inch face.

Flooring or ceiling from 1x6 inch finishes 13 16  $\frac{5}{8}$  inch face.

Drop siding D. & M. finishes 13-16 inch with same face as one-inch flooring.

Four inch and six inch ceiling will have two faces.

All flooring is S 2 S and center matched.

Four inch bevel siding is made from one-inch  $2\frac{1}{4}$  S 1 S to 13 16  $\frac{1}{4}$  inch and resawed.

Six-inch bevel siding is made from one-inch  $2\frac{1}{4}$  S 1 S to 13 16  $\frac{1}{4}$  inch and resawed.

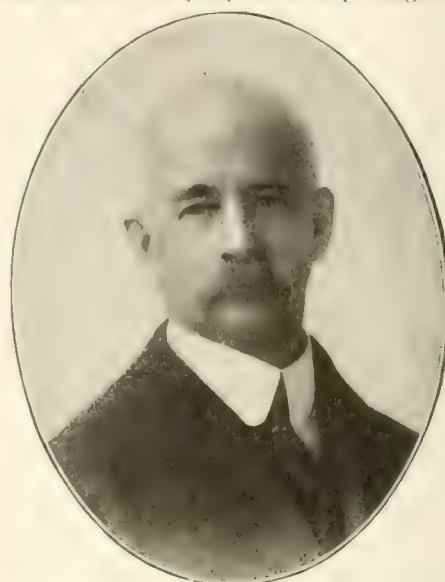
All dressed lumber will be shipped standard unless noted otherwise.

After a general inspection of various hard-

ware pertaining to the work of the association, the association was reopened and reports

made by the several committees, which were approved and the recommendations went forward to the executive board of the association for final action.

After adjournment President Wilms became the host of the party at a very delightful



H. F. BACON, BACON NOLAN HARDWOOD CO., MEMPHIS, TENN.

dinner served at the Gayoso, at which he presided. There were present:

Wm. Wilms, Paepcke-Leicht Lumber Co., Chicago.

R. M. Carrier, Carrier Lbr. & Mfg. Co., Sardis, Miss.

S. M. Crowell, Tunica, Miss.

F. E. Gary, Baker Lumber Co., Turrell, Ark.

W. C. Dewey, Chapman & Dewey Lumber Co., Kansas City, Mo.

O. Dircks, Askins & Dircks Lbr. Co., Union City, Tenn.

J. L. Strickland, Planters' Lumber Co., Greenville, Miss.

H. Taylor, Taylor & Baskerville, Union City, Tenn.

W. H. Breble, Three States Lumber Co., Memphis.

E. A. Lang, Paepcke-Leicht Lumber Co., Memphis.

H. W. Mosby, Helena Box Co., Helena, Ark.

J. W. Dickson, J. W. Dickson Lumber Co., Memphis.

S. B. Anderson, Anderson-Tully Co., Memphis.

H. F. Bacon, Bacon-Nolan Hardwood Co., Memphis.

W. R. Barksdale, Green River Lumber Co., Memphis.

Claude H. Moore, Moore & McFadden, Memphis.

Jno. F. Fountain, Sturgeon, Tenn.

Paul Westbrook, Paepcke-Leicht Lumber Co., Marked Tree, Ark.

Lewis Doster, Hardwood Mfrs.' Assn., Chicago.

J. V. Hill, Hardwood Mfrs.' Assn., Chicago.

A. C. Lange, Paepcke-Leicht Lumber Co., Marked Tree, Ark.

Geo. F. Riel, Paepcke-Leicht Lumber Co., Memphis.

R. F. Lee Wilson, R. F. Lee Wilson Lumber Co., Wilson, Ark.

J. H. Elkins, R. E. Lee Wilson Lumber Co., Wilson, Ark.

Geo. E. Watson, Southern Cypress Mfrs.' Assn., New Orleans.

W. B. Beekman, Chicago Mill & Lumber Co., Blytheville, Ark.

Chas. E. Harrison, Himmelberger Harrison Lbr. Co., Morehouse, Mo.

W. A. Gilchrist, Three States Lumber Co., Memphis.

James Cooper, Briggs & Cooper Company, Ltd., Saginaw, Mich.

The Jamestown Cooperative Cabinet Company, Jamestown, N. Y., has resumed operations after a short cessation due to the recent fire which damaged the plant considerably. A general overhauling with extensive repairs which will increase both the capacity and size of the factory is now in progress.

# Is It a Legitimate Lumber Enterprise or a Get-Rich-Quick Proposition?

## The Text.

In an editorial in the *HARDWOOD RECORD* of Feb. 25, congratulating the hardwood lumber trade on its general escape from "high and low" financing methods, and deprecating the few notable transactions in lumber affairs in which the public had been severely mulcted, appeared the following paragraph:

"There is a very energetically handled alleged lumber enterprise which has been exploited from Philadelphia headquarters during the past year, in which the promoters allege that they have untold wealth in Mexico in the way of timber lands, and they make statements of marvelous profits that they are turning over to stockholders. It is dollars to doughnuts that this company is paying dividends from stock sales and has not yet earned a cent from its alleged Mexican investment. The public is herewith warned against buying stock in any such enterprise, as there is not one handled in this way that has come to the notice of the *HARDWOOD RECORD* that is worthy of confidence."

## The Mahogany Business.

The history of the mahogany business, ever since it became of even passing importance as a commercial pursuit, has not been an attractive one to either investors or manufacturers. There can be counted on the fingers of one hand the names of concerns which have ever made any considerable amount of money out of the mahogany lumber business. Primarily, mahogany grows in tropical climates, usually in rough sections where transportation facilities are nil or very limited; native labor conditions are very bad; expert loggers from the States are difficult to secure, and when they are obtainable rarely can stand the climate for any length of time. Even in what is regarded as good mahogany territory the timber is of very sparse growth, seldom exceeding one tree to the acre. Delivering the mahogany logs to points of transportation means practically cutting a road with the machete through almost impassable undergrowth, and by main strength getting it out. In fact, every item of cost as figured in a normal logging operation is multiplied time and time again in securing mahogany logs even under the most favorable conditions.

There are individuals and corporations in the United States that have spent fully a quarter of a century in securing mahogany timber lands and learning the trade of getting this timber to the seaboard, transporting it, and converting it into lumber. Where there has been one successful operator there

have been at least a score of failures. The mahogany producing sections of Mexico, Central America, South America, Africa and the West Indies are strewn with abandoned tramroads, Lidgerwood skidding rigs and pull engines. The greater portion of mahogany timber that lies anywhere near accessibility has already been felled and exported.

spending vast sums of money only to meet failure and disappointment as the outcome of their great expectations.

However, there are some corporations in the United States which, after expending great sums of money in learning the trade, have eventually put their mahogany enterprises on a fairly remunerative and satisfactory basis. Latterly the consuming demand for mahogany has not kept pace with the imports of the wood, with the dual result that the market is loaded down with fully two years' stock of mahogany, and prices have fallen to a range that represents but very little over initial cost. The writer of this article has within the last six months seen high-class Cuban dimension stock sold at eight cents a foot on a Grand Rapids freight rate; he has seen a very good quality of firsts and seconds Mexican wood sold at eleven cents on the same freight basis, and as a matter of fact today about the highest range of prices obtained for the very best type of plain wood on the freight named is from thirteen to fifteen cents. Mahogany can be bought in practically limitless quantities at the present time at about the same price asked for quarter-sawed white oak.

## International Lumber & Development Company.

On this page of the *HARDWOOD RECORD* is reproduced an advertisement which appeared in the *Philadelphia North American* of Sunday, March 11. This advertisement occupied the space of one column, and is one of a series of similar announcements that have been made by this company for some time past.

A copy of this advertisement was forwarded by the *HARDWOOD RECORD* to leading mahogany producers with a letter asking if in their belief the statement of this company that it had paid dividends of twelve per cent from April 1, 1905, to Jan. 31, 1906, out of profits arising from the sale of mahogany lumber, could by any possible chance be true, based on their experience as mahogany producers. In explanation of this matter the editor of the *HARDWOOD RECORD* stated that his

object in discussing the mahogany proposition was two-fold: First, in the present condition of the market, he deemed it unwise that it be further overloaded by additional supplies of the wood. Second, he wished to protect investors from possible loss in any lumber enterprise of questionable character.

These correspondents were also invited to supply the *HARDWOOD RECORD* with any information they had concerning the company,

## Dividends 8% Guaranteed

### Payable Semi-Annually

The following dividends have been paid by this Company FROM THE SALE OF MAHOGANY LUMBER since April 1, 1905:

April 1, 1905 . . .	5%
October 1, 1905 . . .	5%
January 31, 1906 . .	2%
Total . . . . .	12%

We exceeded our dividend guarantee last year, and will do so again this year. Next regular semi-annual dividend of 4% payable April 1, 1906.

We own a 288,000-acre tract of land which is PAID FOR IN FULL and deeded to a Philadelphia trust company for stockholders' protection; 20,000 acres being cultivated. We have standing on our land an almost inexhaustible supply of marketable mahogany, logwood and other valuable cabinet lumber and dye woods. Live stock, etc., raised for market; we have 2,000 head of cattle now. Twenty-seven mile railroad line, fully equipped, on our property.

A few shares for sale now. Write at once and participate in the next dividend of 4 per cent.

#### OFFICERS:

President, WM. H. ARMSTRONG, Ex-U. S. R. R. Commissioner, Philadelphia, Pa.  
Vice-President, COL. A. K. McCURE, Ex-Editor Times, Philadelphia, Pa.  
Sec'y and Treasurer, C. M. McMAHON, Philadelphia, Pa.

Handsomely illustrated paper and booklet  
FREE. Write to-day. Address

## INTERNATIONAL LUMBER AND DEVELOPMENT COMPANY

705 Drexel Building  
Philadelphia, Pa.

During the last few years there has been developed quite a number of alleged mahogany enterprises in Mexico and Central America. These ventures with very few exceptions have not been exploited by experienced lumbermen, but by amateurs, perhaps honest in their convictions, who evidently did not know what they were going against. Very few of these companies today survive. They started off with great eclat, in many cases



its practical methods of doing business and responsibility.

### The Evidence in the Case.

The authority writes as follows:

It is claimed that the officers of this concern are Judge W. H. Armstrong, ex United States railroad commissioner, president; Col. A. K. McClure, former editor of the Philadelphia Times, vice president and C. M. McMahon, secretary and treasurer. The company claims to own 288,000 acres of land in the state of Campeche, Mexico, valued at \$2,880,000. It is further claimed that the mahogany cabinet and dye wood, rosewood and Spanish cedar on these lands are valued at over \$10,000,000. Moreover, that a good percentage of the land is in plantations on which immense quantities of bananas, oranges, lemons, grapes, vanilla, coconuts and cocoa beans are raised. The concern is capitalized at a high figure, and is very active in soliciting subscriptions to its stock. It was promoted late in 1904, and what its success will be remains to be demonstrated.

Under date of December, 1905, a report of the agency says:

We called upon these people and the secretary and treasurer promised to mail full information, but failed to do so. In the local market the company is not taken very seriously. In the company's office there are in the neighborhood of twenty sales engaged in sending out literature. None of those active in the management know anything about the lumber business. The concern has shipped some mahogany to New York City, Mexico, etc., but claimed that the quality was not good and that the stock did not bring enough to pay the cost of shipping and manufacturing. Liberal dividends are being paid to stockholders and some think that they are not declared in a legitimate manner, and it is not believed that the concern is manufacturing lumber that would bring the results claimed. It is doing an immense business in advertising and selling stock, but whether it is able to do as advertised is another question.

From sundry prominent mahogany importers to the HARDWOOD RECORD has received letters, from which it makes the following excerpts:

Yours of the 14th, enclosing memo, of the attractive dividends that are paid by the International Lumber & Development Company of Philadelphia, is duly noted. Our attention was first called to this company by Richard A. Brine, whose Boston office is room 43, Journal building, Washington street. They have had some mahogany shipped to the Astoria Veneer Mills, Long Island City, N. Y., but certainly by the way this mahogany has been thrown on the market they could not pay very heavy dividends. We don't see it simply a stock jobbing operation to unload stock upon the market so that they can finance to suit themselves. There was a similar company in Boston a short time ago investigated by the postal authorities, with the result that they have had to suspend, and we believe all there is left is office furniture. We did write the International Lumber & Development Company when we first heard of them to see if they could supply any mahogany timber, but received no satisfactory answer. The demand for mahogany is increasing, but still the supply of timber is far short of the demand.

We certainly endorse your motives to if possible protect investors from questionable enterprises, and we simply wish to endorse your movement to expose mahogany business conducted in a legitimate manner and if possible remove it from the market.

Mr. W. H. Armstrong, 1905, Time Magazine, was a member of the board of directors of the International Lumber & Development Company. In an interview with Mr. Williams at his office a few days ago he stated that he knew nothing of the finances or financial management of the parent company or its methods of doing business. He said he did not know they were handling its output of mahogany and that he had never heard of the company. He volunteered further that Mr. Houghton was now engaged in erecting a sawmill at the mouth of the Rio Grande, near the border of Mexico.

### Another Letter.

proximately the same district as the International people, and it is largely furnished us by our own contractors to whom we make the necessary advances. What timber we buy is secured at about the same price that the contractor would net by shipping it to Europe; in most cases a little less, as we know by returns on similar cargoes to those we have bought which we have afterward had the opportunity to examine. We own our own mills and believe that we thoroughly understand the manufacture of mahogany; know how to secure the full output of the log and to market it to the very best advantage. However, for the last two or three years we have been unable to make more than a banking interest on the amount of capital invested, due almost entirely to newcomers in the field who have succeeded in thoroughly demoralizing the market. We have no way of knowing what the logs cost the International Lumber & Development Company in Mexico, but if our experience is any criterion we are quite sure it would make more money by embarking its cargoes in Laguna for Europe and leaving manufacture alone. Their expense of handling to Gulf ports is certainly more than ours, and we do not believe that William H. Armstrong or Col. A. K. McClure can have learned more about the mahogany business in a year or two than we have been able to learn in twenty. If the genuineness or truthfulness of this letter is challenged, we are willing to back it up at any time.

### Still More Letters.

Accept our thanks for your favor of March 13, together with memo. of advertisement of the International Lumber & Development Company of Philadelphia. We think you are doing a very good work in this matter.

The above is from a pioneer mahogany institution and one of the foremost of its kind in the world. The one following is from a mahogany producing house whose fame is also world-wide, and which carries on extensive operations on both hemispheres:

Your letter of the 13th is at hand and we notice the ad. from the Philadelphia North American. We also note with interest what you say on this subject. We have our own very decided opinion in regard to the business that this concern is carrying on, and have not the least doubt in our own minds as to its character, as the writer expressed to you when you were last here. There are quite a number of points in their printed matter that will not stand close scrutiny by anyone who understands the mahogany business. It is one thing, however, to have firm convictions and another to demonstrate them so conclusively that one is justified in advancing them publicly. We expect soon to be in a position to give you information that can be thoroughly backed up. Thanking you for the interest you are taking in this matter, etc.

The following letter is from another mahogany operator who is likewise thoroughly familiar with mahogany stumpage conditions in the tropics:

You ask my opinion of the ability of the company you mention to declare twelve per cent dividends in ten months from the sale of mahogany lumber. I don't think the dividends paid have been earned. You are in a position to demand a financial statement covering all the information you desire, and you should have it, as your subscribers are asking for this information. You owe it to the public. I am not in a position to do anything, or should certainly act at once.

### Letters of Inquiry Unanswered.

On March 23 the editor of the HARDWOOD RECORD wrote to the International Lumber & Development Company at its Philadelphia office in the Drexel Bldg., the following letter, to which no reply has been received:

I am receiving a good many inquiries and comments from various sources concerning your mahogany enterprise. If consistent with your policy, kindly give me the details of your mahogany imports since your company was organized and some details of your ability to supply cargo to the coast of Europe, or of lumber to the trade, with something of the character of your wood, and any other details that might put me in a position to answer inquiries intelligently.

A prominent Boston lumberman, under date of March 19, addressed the International Lumber & Development Company, as follows:

I am interested from time to time, sundry and otherwise, in the progress of your Mexican property, and have become somewhat impatient to hear from you. I would

be willing to invest, if to good advantage, but would first want to understand your proposition a little more clearly. I notice you invite inquiries for full information, and, therefore, venture to inflict on you the following questions:

Has your business reached the point of yielding profit in any line other than in mahogany and cedar? If so, in what?

How much mahogany have you actually brought forward, and where has this usually been sold?

Do you dispose of your mahogany entirely in the log, or do you attempt to manufacture any part of it?

How do you find the prices you have been paid for your lumber compare with those you quote in your pamphlet headed "A Life Income"? My business is pine, spruce and domestic woods, and I am not particularly familiar with mahogany, but I was under the impression that the prices you quoted were rather high, as I have heard of first grade mahogany being sold for considerably less.

You speak of eighty million feet of standing mahogany on your land. Of course, this is much too large an amount to have been determined by any actual counting of the trees. What is your method of computation as to standing timber? How does mahogany grow? That is to say, does it grow in big bunches, like pine, and is the land covered to a fairly uniform degree, or is it scattering? What is the average size of a mahogany tree or log? I have noticed that mahogany logs are usually hewn square when they come into this country. Do you handle your wood in that way, or do you import them in the round logs, in same fashion that lumber is manufactured here?

What business have you done so far in the other woods you refer to, outside of cedar and mahogany, such as rosewood, etc., and do you find a ready sale for these other woods?

I notice you value your mahogany standing at \$40 per M, and the cargo on the way to New York at \$90. Does this \$90 include the cost of freight to New York? You speak in another place of freight as \$6.30, and the cost of selling \$11 per metric ton. How is this calculated, what relation is it to a thousand feet board measure? Do you find quick sales for your mahogany and cedar as fast as imported, or is it necessary to carry it in stock in this country for a greater or less time?

I notice later in your pamphlet that you speak of a lumber yard located in New York where you saw, store and sell the lumber? Where is this yard located, in case I should be in New York and should like to look it over?

You speak of having been offered \$1,000 for one of your logs. I suppose this is quite an exceptional case, is it not? How often do you find logs that will sell for any such large figure as this? In other words, out of a cargo of a certain number of logs, how many logs would be likely to sell for more than the average amount for which the ordinary lumber sells?

You speak of guaranteeing eight per cent dividends. How is that possible? Is there not a chance in your business, as in every other business, of mishaps in your operations which would cause them to be carried on to a greater or less extent, at a loss, instead of with profit? So far as the logging operation is concerned, I know that mishaps occur in operations in this country, and I would assume that in the tropics the element of chance was even greater. In other words, isn't your guarantee of eight per cent dividends contingent on your operations in the south progressing under normal conditions? I understand, of course, that the chance of destruction of your forest by fire does not exist, and that you could not be hampered by lack of snow for hauling, as we are in this country, but do you not depend upon streams for getting down your logs, and isn't there a chance of your being disappointed at times by an insufficient water supply?

How much stock have you actually sold up to date, and the money paid in?

You speak of the property being located in the state of Campeche, between the cities of Campeche and Laguna. I don't find Laguna on the map of Mexico, though I do find Campeche. I notice name Laguna de Terminos, apparently applied to a lagoon or inland body of water, at the entrance of which is a city called Carmen. If you have any small map of Mexico which would show the exact location of this land, I would be greatly obliged if you would enclose that with the land marked on it, also the port of Chamela.

Referring again to your cargo of 480 M feet, valued at \$90 per M, do you mean that this is the average price of a thousand feet of lumber, for which the cargo would sell or did sell in New York after it was cut up, or do you mean that is the cost per thousand feet of the logs when landed in New York. If the latter, what do you figure the average selling price per foot of lumber after the logs are manufactured? Of course, I notice your quotation on the various grades, but what I want to get at is how do logs average as to grade. What percentage of logs



and ends and ends do you average when the logs are sawed off? What do you have to pay for ordinary labor in Mexico? Do you have an abundant supply of labor near at hand to your property which will admit of its full development in the future, or do you have to import labor from other countries or from some distance in Mexico? I should think this would be an important point. What amount of mahogany and cedar do you calculate importing annually into the United States? What is the approximate total importation of mahogany and cedar? Is there not a possibility, with the large amount of this timber that you have, of your crowding too much on the market and knocking down the price, or is there practically an unlimited demand for these woods?

On looking again at your pamphlet, I notice in the back of the book a map such as I have inquired for, which has escaped my attention; therefore I will not trouble you to send that. I will be glad if you will send another of these pamphlets, as I have a friend who is somewhat interested in the matter, as well as myself. I realize that I have asked quite a long list of questions, but as you offer investment with promises of larger profit than most enterprises that are open to the investing public, you will appreciate the fact that I wish to know as much as possible about the matter before investing any money. I understand that you have an agent in Boston, but I am addressing these inquiries to your main office in preference to your Boston agent, both because I assume that they can be more readily answered from there, and also because I do not wish to be bothered by calls of this agent. Such agents are always very anxious to do business and consume a great deal of time, which I don't wish to spare.

No reply having been offered to this letter, the following note, accompanied by a duplicate copy of the foregoing letter, was sent by registered mail to the Philadelphia offices of the International Lumber & Development

company. This letter was signed for, but no reply was vouchsafed.

On the 19th inst. I wrote you as per enclosed copy, and up to the time of writing I have no reply. Your slowness in answering my inquiries certainly does not tend to encourage me as to investing in the stock of your company. I have been favorably impressed by your prospectus, but if you are unable or unwilling to answer the questions I have asked, I can only regard this as another of the numerous schemes before the public to separate the innocent investor from his capital, rather than a straight business proposition. If your reply has been delayed through mischance or force of circumstances, and I am doing you an injustice, I beg to apologize in advance, and will still be interested to receive your reply. In order to insure against miscarriage, I shall send this letter by registered mail. Unless I hear from you promptly and fully I shall drop the whole matter and look for other investments.

#### In Conclusion.

It is not the desire nor the purpose of the HARDWOOD RECORD to publish any matter that might by any possible chance reflect discredit on a legitimately conducted company operating in mahogany or any other kind of lumber, and it is not with this intention that the foregoing is printed; it is simply to give the International Lumber & Development Company an opportunity to place before the hardwood trade of this country statements of fact concerning its enterprise.

From this viewpoint, therefore, until such showing is made, the text of this article stands.

lumber house of Baltimore. Charles I. James, treasurer, is interested in the Great Southern Lumber Company, and at one time was general manager of the Pennsylvania Land Logging & Lumber Company. Wood Beal, secretary, is a member of the house of J. D. Lacey & Co. Charles I. James and Wood Beal will take active charge of the lumber affairs of the new company, while J. B. Hart will assume control of the railroad interests. All the officers are men with a reputation for sagacity and capability in the business world, which, together with the nature of the property, and the capitalization of \$1,000,000, would seem to insure for the enterprise a prominent place and unlimited success among the lumber industries of the country.

#### Report Indiana State Board of Forestry.

The HARDWOOD RECORD is indebted to W. H. Freeman, secretary of the State Board of Forestry of Indiana, for a copy of a handsome volume comprising the fifth annual report of that board. The Indiana State Board of Forestry includes Finley C. Carson, president, Michigan City; Stanley Coulter, Lafayette; Larkin M. Stultz, Westfield; Samuel Burkholder, Crawfordsville; William H. Freeman, secretary, Wabash; Ella Grove, stenographer, Indianapolis.

The volume covers a report of the important experiments at the Indiana State Forest Reserve, Forestry Experimental Station, and State Nurseries at Henryville, Clark County, Ind.; an essay on the purposes and aim of the Forest Service; a report of the office work, including planting, inspections and recommendations for private individuals and corporations and general forestry advancement; an article on forest fire legislation; one on the necessity of legislation for the exemption from taxation of forest lands; one on hardwood forest estates; critical directions for the trimming of shade trees; a list of trees recommended for city planting; an article on the insect pests of Indiana trees; an essay covering the thirty timber trees of Indiana of economic value, etc. The volume includes a number of handsome illustrations, one series depicting tree growth and general appearance of the grain of the wood, both in tangential and longitudinal sections. The work will be much appreciated by every student of forestry, as it constitutes a valuable reference work on this important subject. It reflects careful, studious work on the part of the State Board of Forestry and its very efficient secretary.

#### Michigan Forestry Matters.

H. N. Loud of Au Sable, chairman of the legislative committee of the Michigan Forestry Association, recommends that the following action, briefly stated, be taken with reference to state lands:

That the agricultural college lands located in Iosco and neighboring eastern shore counties, comprising over 40,000 acres, be held as a permanent forest domain; that permanent forest reserves should be established in all counties having 50,000 or more acres of delinquent tax lands; and that there be cooperation with the United States government in the preservation of timber in the water sheds of all important rivers, in all counties where the state and government have considerable land holdings.

Professor Roth, state forest warden, lectured on forest resources of the United States at the Ryerson library March 29. Stereopticon slides were shown which, aided by Professor Roth's terse and graphic address, made an interesting evening. Professor Roth will go north late in the month to give personal supervision of the work of planting trees in the Roscommon reserve. The state will put out about a million trees this year, largely conifers, with some locusts and catalpas.

The Kent county committee of the Michigan Forestry Association has added 100 new members during the past month. The Muskegon

## News Miscellany.

#### Building Operations for March.

A report may be regarded as the opening of the building season, the outlook is decidedly promising. Official reports received and formulated by the American Contractor, Chicago, from more than forty of the leading cities of the country, show a general and quite decided gain as compared with the corresponding month, March, of 1905. At this time last year the building movement was decidedly strong and to have fairly maintained it is an excellent showing. It is deeply significant that New York makes a slight gain over March, 1905, in spite of the enormous amount of construction work that has been in progress there during the past year. Baltimore shows a loss of only 4 per cent, although the work of rebuilding was at its height a year ago. Conditions are favorable for a prosperous year in construction lines.

City.	March, 1906 cost.	March, 1905 cost.	Per cent gain.	Per cent loss.
Albany	420,521	562,507	18	..
Allegheny	138,075	126,175	9	..
Baltimore	795,000	830,000	..	4
Bridgeport	170,095	165,230	2	..
Cleveland	1,235,015	858,065	43	..
Chattanooga	234,845	157,358	49	..
Cincinnati	700,710	1,274,225	..	45
Columbus	248,540	494,010	..	49
Davenport	81,225	67,425	20	..
Denver	818,504	737,070	11	..
Detroit	820,500	726,100	13	..
Duluth	690,131	89,831	668	..
Evansville	54,107	28,785	81	..
Grand Rapids	187,176	161,059	16	..
Harrisburg	286,725	419,160	..	31
Hartford	341,205	256,700	32	..
Kansas City	895,345	1,528,165	..	70
Louisville	542,456	351,558	54	..
Los Angeles	2,165,307	1,176,163	84	..
Milwaukee	706,523	917,530	..	23
Minneapolis	494,645	854,560	..	42
Mobile	33,300	22,797	44	..
Nashville	221,545	384,309	..	73
New Orleans	404,205	418,612	..	3
Manhattan	12,584,350	12,374,425	1	..
Albany	1,678,600	1,653,865	..	7
Brooklyn	4,939,281	5,315,286	..	7
Bronx	3,605,415	3,080,350	16	..
Albany	121,260	61,875	..	..
New York	22,928,906	22,495,801	2	..
Omaha	449,300	419,840	7	..
Philadelphia	5,132,545	6,147,750	..	19
Pateron	66,644	88,222	..	24

St. Joseph	167,904	141,575	12	..
St. Louis	1,933,336	3,012,416	..	55
St. Paul	544,644	402,998	..	25
San Francisco	1,859,189	1,507,000	23	..
Scranton	164,220	109,418	50	..
Seattle	673,525	774,184	..	12
Spokane	479,175	653,195	..	26
South Bend	167,325	112,325	48	..
Syracuse	153,955	109,440	40	..
Salt Lake City	150,150	113,905	31	..
Toledo	1,125,575	919,371	22	..
Terre Haute	56,340	136,649	..	142
Trenton	211,241	59,677	25	..
Washington	958,407	1,879,799	..	49
Wilkesbarre	46,225	84,050	..	45

#### New Pigeon River Lumber Company.

J. D. Lacey & Co. of New Orleans and Chicago, Charles I. and Norman James of Baltimore and J. B. Hart of Clarksburg, W. Va., have purchased the stumpage and mills of the North Carolina Land & Lumber Company and the Tennessee & North Carolina Railroad Company, and have incorporated these various interests under the laws of Tennessee as the Pigeon River Lumber Company, with headquarters at Mount Sterling, N. C. The operations embrace a double band sawmill, dry kilns, planing mills and every necessary equipment for producing lumber in an up-to-date, rapid and economical manner. The company will enter at once upon the manufacture of lumber at the rate of 30,000,000 feet a year. It is thought the timber will scale about 900,000,000 feet of spruce, hemlock, chestnut, poplar, oak, birch and ash of excellent quality and size, the hemlock being particularly fine. The bark has been contracted for by the Unaka Tanning Company of Newport, Tenn.

The Tennessee & North Carolina railroad will be operated separately, and will be improved and extended up the Pigeon river, to connect with the Murphy branch of the Southern railway.

James D. Lacey, president of the new company, is also heavily interested in the Gardner & Lacey Lumber Company of Georgetown, S. C., a concern producing cypress on a large scale. Norman James, vice president, is of the firm of N. W. James & Co., of Atlanta, Ga.



company. The National Society devoted its April meeting entirely to the forestry question.

### Big Philadelphia Fire.

On the night of March 27 the big lumber sheds and contents belonging to J. Gibson McIlvaine & Co. were destroyed by fire which is thought to have originated from an electric wire. The lumber yard occupied several squares and the fire broke out in one of a series of five big hardwood sheds on the Fifty-eighth street end, near the Baltimore & Ohio tracks. It spread rapidly, and before the fire engines had any effect upon it had reached enormous proportions, lighting up a large section of the city. The heat was intense and greatly interfered with the work of firemen, compelling them to abandon the sheds and devote themselves to saving surrounding property and preventing trains on the B. & O. from being run past the ruins for some time.

The hardwood yard of J. Gibson McIlvaine & Co. is the largest in Philadelphia and at the time of the fire contained a large quantity of valuable lumber. The loss on the property, estimated at \$500,000, is well covered by insurance. Undoubtedly the structures will be rebuilt and the business be continued.

### New Sondheimer Yard and Mill.

The E. Sondheimer Company, of Memphis, has purchased from the Union Land & Improvement Company twenty acres of land in the same city and will erect thereon a planing mill which will cost about \$50,000, using the rest of the land as a lumber yard. During the past year the company has purchased large tracts of timber in the South, and it controls twenty-one mills, fifteen of which are in Mississippi. The lumber will be cut and cured in the various sections, and shipped to Memphis for assorting, working and distributing. A stock of hardwood lumber of 10,000,000 to 15,000,000 feet will be carried at that point. The E. Sondheimer Company moved its general offices from Chicago to Memphis a year ago.

### Weight of Tupelo Gum.

The Southern Cypress Manufacturers' Association estimated weights of rough and worked tupelo or bay poplar lumber are as follows:

	—Pounds per M.—	
	Rough.	or S2S
	Green.	Dry.
Lumber, 2 1/2" and 3"....	5,000	3,500
Lumber, 2".....	5,000	3,200
Lumber, 1 1/2", 1 1/4" and 1".....	5,000	3,000
1/2" panel stock .....		1,400
5/8" panel stock .....		1,700
13-16" flooring, partition, dropsiding, moulded casing and base.....		2,200
2" casing .....		1,600
2 1/2" casing .....		1,300
3" casing .....		1,000
3 1/2" casing .....		1,000
4" casing .....		500
4 1/2" casing .....		500
O. G. battens, 2".....		300
O. G. battens, 2 1/2".....		350
O. G. battens, 3".....		400
O. G. battens, 3 1/2".....		500

### Forestry for the Farmer.

C. W. Wald, writing in the Ohio Farmer on the subject of practical forestry for farmers, says that among the trees which can be transplanted successfully are sugar maple, which is adapted to many soils and is valuable for sugar and syrup as well as for timber. The silver maple, more rapid in growth but less valuable, is one of the best trees for the production of firewood. White ash is best adapted to second bottom land. Black cherry is a comparatively rapid grower and the lumber is very valuable; it grows to marketable size sooner than black walnut. Its leaves are a favorite food for the webworm, however, so that it needs care and attention. Sugar maple grows rapidly and is well adapted to planting along the banks of streams on rich and moist soil. It is one of the best trees for growing on the second of plowed land, especially where the soil is rich. It must not

be planted too closely or too near other trees. Catalpa is well adapted to planting where suitable soil and drainage conditions exist. This tree and locust will grow more rapidly than the trees before mentioned, and their value for posts and poles places them among the best of trees with which to fill vacant spaces in the farm woodlot.

In planting seedlings the soil should be loosened for a space of a foot and a half or more in diameter, where the tree is to be set. A spade may be thrust into the soil, worked back and forth until a space large enough to admit the roots is made, when the opening should be closed by thrusting the spade into the ground several inches away. Loose soil should be thrown into the opening and made firm about the roots. Weeds and grass should not be allowed to grow up close to the tree.

A grove of catalpa trees in Clinton county, Ohio, twenty-three years old, has produced 3,396 posts to the acre, while a locust clump produced 3,560 posts to the acre in nineteen years.

### Miscellaneous Notes.

The Yellow Pine & Hardwood Lumber Company has recently been organized at Estabatchie, Miss.

The Somerset Door & Column Company has been incorporated at Somerset, Pa.; capital, \$25,000.

The Loudonville Handle Company of Loudonville, O., was recently incorporated with a capital of \$5,000.

The Kanawha Stave & Lumber Company has been incorporated at Odell, W. Va., with \$25,000 capital stock.

The Hanson & Ward Veneer Company of Bay City, Mich., will soon build an addition to its veneer factory.

L. A. Ross' sawmills and sash and door factory, Cornwall, Ontario, were destroyed by fire March 18, the loss being \$25,000.

The Owen-Arnold Casket Company is building an addition to its factory at Allegan, Mich., which will nearly double its capacity.

The mill of the Ahnapee Veneer & Seating Company at Birchwood, Wis., twenty miles from Rice Lake, was destroyed by fire recently. The loss was \$20,000, covered by insurance.

W. S. Beard and J. Reed of Versailles, Mo., are about to enlarge their handle factory at that place and equip it with new machinery. Other products besides handles will be turned out.

The National Cabinet Company has been granted a charter to do business at Hilbert, Calumet county, Wis. It is capitalized at \$25,000, and L. S. F. V. and E. G. Simpson are the incorporators.

The work of rebuilding the plant of the Richmond Handle Company, Richmond, Ind., recently destroyed by fire, has been undertaken and will be rushed to completion. Within a few weeks

it is expected that everything will be in first-class shape to handle the large number of orders already booked by the company.

The Batesville Veneering Works will soon locate in Lawrenceburg, Ind., going there from Batesville. A three-story brick building, designed to accommodate a large sawmill and veneer plant, will be erected at a cost of \$60,000, operations will be carried on day and night and a hundred men will be employed.

A comparatively new concern is the Kentucky Singletree & Spoke Company of Knifley, Ky., manufacturers of singletrees, neck yokes and spokes. The company is composed of men of long experience in this line of business and will undoubtedly meet with great success, as is warranted by the quality of its products.

Bilstein & Hillman operate a sawmill on a 6,500-acre tract of hardwood timber land in Guadalupe county, Texas, said to be one of the finest hardwood tracts in the state. Forty per cent of the timber is ash, thirty per cent pecan, eighteen per cent oak and twelve per cent live oak. The mill is turning out timber for bridge building, etc.

The Michigan Toy & Novelty Company of Holland, Mich., which has been engaged in the manufacture of wood novelties in that city for the past nine years, has been dissolved and its interests absorbed by the Holland Veneering Company, a new concern organized with a capital of \$20,000. L. Van Putten is manager of the new company.

The Peterson-Moore Lumber Company of St. Paul has purchased the former plant of the St. Paul Harvester Company and will use it as a lumber yard, which will be stocked with oak, ash, elm, basswood, butternut, maple and other hardwoods. The site contains nine acres with trackage on the North Pacific and Omaha, and has two brick buildings that will be used for warehouses.

It is announced that the Benton County Casket Company, Bentonville, Ark., will not transfer its plant to Fort Worth, Tex., as was stated in these columns some time ago. Extensive improvements are being made in the factory at Bentonville, which will double the capacity of the plant. A building 40x60 feet is being constructed, to be used as a machine room, in which a 20-horsepower gasoline engine and about \$1,000 worth of other machinery will be installed.

The Hardwood Lumber Company, which is preparing to do business in Blount county, Tennessee, has been incorporated by Jesse L. Rogers of Knoxville and Virginia capitalists. Two sawmills will be established and the daily output of lumber will be fifty thousand feet per day. One mill will be located at Allegheny Springs and the other further east. Both will be on the new line of the Southern Railway. It is the intention of the company to begin sawing by April 15. Large timber resources are available for these mills.

## Hardwood News.

(By HARDWOOD RECORD Special Correspondents.)

### Chicago.

H. E. Stone, secretary of the Lumber Mutual Fire Insurance Company of Boston, advises that on April 2 the general offices of his company were removed from the Exchange building to rooms 1128, 1129, 1130 and 1131, 141 Mill street. The new offices are occupied in common by E. J. Johnson, former secretary of the Lumber Mutual Fire Insurance Company, who now represents the associate lumber insuring mutual companies as general agent. The particular representation covers the Lumbermen's Mutual Fire Insurance Company of Ohio and the Central Manufacturers' Mutual Fire Insurance Company.

The HARDWOOD RECORD is in receipt of a letter from Laurens P. Rider, stating that he has with-

drawn from the firm of White, Rider & Frost of North Tonawanda and New York City, and is engaged in the wholesale lumber business on his own account, with offices at 1 Madison avenue. Mr. Rider has had a long experience in the metropolitan trade and is well equipped in every way to carry on a successful lumber operation.

On May 1 Upham & Agler will remove from their present offices in the Bedford building to a handsome suite in the new American Trust & Savings Bank building, probably on the tenth floor. Their lumber yard on the west side of Loomis street, near Twenty-second, will be changed to a location directly opposite, on the same street, adjoining that of Maisey & Dion.

A very complete stock of veneers and line



cabinet woods will be carried by A. J. Oliver and I. M. Cook at 9-13 South Ann street, this city, where they recently opened warerooms. Both these gentlemen are experts in this line, having been identified with the lumber and veneer business of Chicago for many years. They have connections which will enable them to supply superior stock in almost any quantity desired at very reasonable figures.

John B. Ransom, the distinguished hardwood magnate of Nashville and vice president of the Hardwood Manufacturers' Association, was a Chicago visitor on April 3.

One of the Record's callers during the past few days was S. G. McClellan, manager of the Simmons Lumber Company of Simmons, Mich. Mr. McClellan's concern is a large producer of birch. Its birch timber lies in the best belt of this wood in the United States, and is interspersed with maple, beech, elm and hemlock. The company owns a timber area of sufficient size to keep its mills running for more than a decade.

C. L. Willey, the big foreign wood and veneer producer of Chicago, has recently returned from a trip to Memphis, where he has arranged all the details for the building of his new double bend sawmill. This mill will not only produce oak and other hardwoods in the form of lumber but will supply fitches for the big Chicago veneer plant.

A. H. Daugherty, manager of W. E. Kelley & Co., is off on another Pacific coast trip in the interests of the business of his concern.

William Wilms, vice president of the Paepcke-Leicht Lumber Company and president of the Hardwood Manufacturers' Association, is home from a trip to the company's mills in Arkansas.

Lewis Doster, secretary of the Hardwood Manufacturers' Association, is on a tour of the South, where he is installing new inspectors for his association.

The HARDWOOD RECORD has a letter from the Roy Lumber Company of Nicholasville, Ky., under date of March 30, in which it is stated that general rains are prevailing in Kentucky and all indications point to good log tides in Kentucky streams, which will mean a better log crop than for several years past. This will be specially pleasing to all the mills located on the Kentucky river from Jackson to Frankfort, as they have received only moderate deliveries for several years past.

It was decided by the Mississippi members at the recent Memphis district meeting of the Hardwood Manufacturers' Association to hold another meeting for the benefit of hardwood manufacturers farther south, at the Elysian Club, Greenville, Miss., on Wednesday, April 25. It is proposed at this meeting that several of the active members of the association will address the manufacturers of that district on the aims and achievements of the association. It is expected that a large number of lower Mississippi valley operators will be present and join hands with the big association.

The Estabrook-Skeele Lumber Company, the lumber, wagon and implement stock wholesalers of the Fisher building, are moving their offices from the seventh floor to suite 203 in the same building, which will give them larger and more attractive quarters.

O. O. Agler, Upham & Agler, is just back from a visit to the firm's Cairo distributing yard and a brief trip to Memphis.

Will Martin of the Embury-Martin Lumber Company of Cheboygan, Mich., was in Chicago on Friday. Mr. Martin states that his company will cut about 30,000,000 feet of lumber during the coming season, quite a proportion of which will be hardwoods.

The T. Wilce Company has received the first cargo of lumber of the season. The Edward Buckley arrived on March 29 with 250,000 feet of maple lumber from Manistee, Mich. On

April 4 the vessel arrived with a second load of 270,000 feet of maple, consigned to this company from the same port. Coal laden vessels have been passing up the Detroit river en route to Lake Michigan ports from Buffalo for several days. The ice is still solid at the Straits of Mackinac, but it is expected that navigation on the lower lakes will be fully opened within the week.

The HARDWOOD RECORD is indebted to Henry C. Riley, on behalf of the committee, for an invitation to attend a banquet at the Union League Club, Philadelphia, on Thursday, April 12, at 7 p. m., following the nineteenth annual meeting of the Lumbermen's Exchange of that city.

This office had the pleasure of a call a few days ago from E. W. McCullough of Wilmette, Ill., secretary of the National Wagon Manufacturers' Association.

#### Boston.

Moses Brown of the Newell Coal & Lumber Company, Pawtucket, R. I., retired from active business March 31, after about thirty years of continuous service with this company. Mr. Brown intends to spend part of his time traveling. He is known as one of the best yard managers and the best judges of lumber in New England. He is strictly honest, and at the same time a very shrewd buyer.

Charles S. Wentworth of Charles S. Wentworth & Co. left on the evening of April 8 for a two weeks' trip among the mills in the South.

Mr. Trounce of the Goodyear Lumber Company, Buffalo, N. Y., recently spent a short time in Boston.

The E. A. Smith Company, Boston, is reported to have made an assignment.

George Davenport of Davenport Peters & Co. has returned from a trip to Florida, in which business and pleasure were combined.

Charles W. Leatherbee of the C. W. Leatherbee Lumber Company, who has been visiting the mills in North Carolina, has returned to Boston.

The A. F. Tyler Company of Athol, Mass., will build an addition to its plant in the spring, which will be used for the manufacture of doors, sash and blinds.

A regular meeting and dinner of the Massachusetts Wholesale Lumber Association will be held Wednesday evening, April 11, at Young's.

The A. G. Moore Company of this city, manufacturer of hardwood floors, is reported as having made an assignment.

E. A. Beckley of the Crosby-Beckley Company, New Haven, Conn., dealers in hardwood lumber, visited the Boston market during the week.

#### New York.

W. L. Holahan of 540 West Fifty-seventh street, Manhattan, has been appointed official inspector for this market by the National Hardwood Lumber Association to succeed P. J. Bresnahan.

The C. & W. Lumber Company has been organized with headquarters at 18 Broadway by John Cathcart and W. L. Willich to handle the New York business of Mr. Cathcart. Mr. Willich has been associated with Mr. Cathcart for nine years. F. C. Jennings still retains his interest as special partner in the manufacturing end of the business with Mr. Cathcart, who is now devoting his entire attention to that branch, with headquarters at Decatur, Ala.

Among the recent entries into the wholesale trade is Laurens P. Rider, who withdrew from White, Rider & Frost, and the Hoban & Curtis Lumber Company, formed by J. E. Hoban, formerly with the J. C. Turner Cypress Lumber Company for the past ten years. Both have opened offices at 1 Madison avenue.

Norman G. Wright of Wright, Graham & Co., Liverpool, accompanied by his brother, arrived here last week for a business and pleasure trip.

Another arrival from abroad is Frank Harri-

son of Liverpool, who landed from the Cedric last week, completing his hundredth ocean trip.

Leopold Mayer-Dinkel of Dreyfus & Mayer-Dinkel, Mannheim, Germany, was in the city this week after a visit to North Carolina mill points. He will spend the balance of the year touring the country sightseeing.

William Whitmer & Sons, Inc., have moved their offices from 143 Liberty street to 1104 and 1105 Flatiron building, where they have very commodious quarters.

Yeandle & Co. recently incorporated at Jersey City to manufacture hardwood trim, etc.; capital, \$5,000. Incorporators are T. C., G. W. and J. A. Yeandle, all of that city.

John S. Loomis, one of the leading lumbermen of the district and head of the J. S. Loomis Company, extensive millwork manufacturers and lumber dealers of Brooklyn, died suddenly of heart disease at Brunswick, Ga., on March 22.

The foreign mahogany and cedar trade has seldom been more active than at present. The demand for mahogany lumber and veneers and cedar lumber is large, and the arrivals of logs is in no way sufficient to keep supplies up to the normal, with the result that both are bringing top prices.

E. W. Robbins of the Maley, Thompson & Moffett Company, Cincinnati, spent last week at the local yard of the company, going over matters at this end.

J. C. Turner, J. C. Turner Cypress Lumber Company, is just back from an extended tour of his Pacific coast interests and is planning an active campaign in the eastern end of that department. Mr. Turner is a heavy holder in the J. L. Jenkins Lumber Company of Blaine, Wash., and will handle much of its product here.

The local office of the Rice & Lockwood Lumber Company has been removed to 1 Madison avenue, where W. W. Lockwood will continue to make his quarters in catering to the local trade. C. H. Rawson of Newark, N. J., will solicit the New Jersey and New York trade, assisting Mr. Lockwood, and N. Whiffen of Utica will act in like capacity to L. L. Ashley of the company in northern New York.

The regular spring meeting of the New York Lumber Trade Association will be held at headquarters, 18 Broadway, April 11, at which time many matters of importance will be discussed and acted upon. The affairs of the organization are in excellent condition and a large meeting is anticipated.

#### Philadelphia.

The past fortnight has been prolific in fires among the lumber trade and allied business in Philadelphia, the total losses amounting to nearly \$500,000, in great part covered by insurance.

On the night of March 24 fire completely destroyed the warehouse of the Haney-White Milling Company, at Fifty-eighth street and Woodland avenue. The damage amounted to about \$50,000, almost entirely covered by insurance.

The same night a small heap of benzine-soaked waste, lying near a shaft in the box manufacturing plant of Docker & Edwards, Inc., at 16 and 18 North Fifth street, in the heart of the wholesale district, ignited, and in a few minutes the entire building was in flames. The fire spread to an addition, also occupied by the company, and set fire to other buildings. The total loss is estimated at \$60,000. The damage is well covered by insurance.

On Tuesday night, March 27, the lumber yard of J. Gibson McIlvain & Co., twelve acres in extent, at Fifty-eighth and Woodland avenue, was almost completely wiped out, eight of the twelve acres of lumber being destroyed.

The stock totaled about 12,000,000 feet of lumber and, with little exception, was choice, seasoned stock, mahogany, oak, ash and cherry, and was the largest assortment ever accumulated by this company. The fire also consumed a





running full and a good stock of hardwood is being turned out. Joseph J. Linahan has gone down to the mills to remain two weeks or more.

The Hassinger Lumber Company is building a big mill at Damascus, Tenn. At that point the company owns over 16,000 acres of timber, most of which is hardwood.

The Paine Lumber Company, Ltd., sold more birch veneered doors in Greater Pittsburg since January 1 than in any twelve months of its previous history. The new Pittsburg manager, J. W. Anderson, is a genuine hustler.

M. Simon's Sons, one of the oldest lumber firms of Greater Pittsburg, whose planing mill at Anderson and Robinson streets, Allegheny, burned last August, have awarded the contract for the erection of a three-story brick planing mill and lumber warehouse to cover the entire lot, 80x50 feet. The new plant will cost about \$20,000.

J. J. Mead of the Mead & Speer Company is making a tour of West Virginia and the South.

The American Lumber & Manufacturing Company is doing the best hardwood business in its history. Manager J. N. Woollett, anticipating a great demand for good hardwood this season, fortified the company by making heavy purchases last fall of timber and lumber in West Virginia, Kentucky, Tennessee and Pennsylvania.

D. L. Gillespie & Co. are putting in a busy winter and spring shipping lumber from southern ports to Cuba. In March they sent out three cargoes of posts, piling, ties and lumber and have two cargoes ready for shipment now. The company is now shipping from four ports, Norfolk, Carabella, Mobile and Jacksonville.

Bitternut is coming into use quite a little as a finishing wood in some of the finest residences built in Greater Pittsburg. Lately a firm of leading architects specified it as the finishing wood for the library and several other rooms of an English renaissance residence which will cost \$100,000. Other instances of its use are known and both architects and owners are well satisfied with the effects obtained.

Flint, Erving & Stoner are well pleased with the spring outlook in the hardwood line. They note no special feature of the trade just now, but a good volume of business, considering the very wet weather which has prevailed for weeks.

Jay and Warren Dodge are cutting a fine tract of hardwood timber near Slippery Rock, Pa. Much of the timber is oak, which is being sold chiefly to the railroad companies whose lines tap that territory.

The Reliance Lumber Company will shortly establish a branch office in Detroit, Mich., where its address will be 379 Harrison avenue. W. H. Ward, formerly Pittsburg representative of the Bradley Miller Company, of Bay City, Mich., will be Detroit manager. The Reliance expects to make the new office a general distributing point for Michigan hardwoods. President George Havner of the Reliance Company is now at the West Virginia mills.

The Breen Lumber Company of Williamsport, Pa., has bought from Jonathan C. Gardner of Westmont, Pa., a tract of 4,000 acres of timber land in Yoder township, near Williamsport, and in Conemaugh and Jenner townships in Somerset county, for about \$50,000. The Breen company will at once build a railroad to the tract.

Schaffer Brothers of Sharon, Pa., have the distinction of cutting the largest poplar tree ever cut in that locality. It was taken recently from the Burns farm near Sharon and measured four feet through at the butt end. Over 5,000 feet of lumber, board measure, was cut from the tree, for which \$100 was paid.

E. C. Brainerd, formerly hardwood manager of the Nicola Brothers Company, is having a busy time closing the sale of the Cleveland yard to a party of Cleveland lumbermen. He will shortly start in the real estate business in Pittsburg and will also handle timber lands.

Vicegerent Snark O. H. Rectanus of the A. M.

Turner Lumber Company last week initiated seventeen kittens into the fearful mysteries of the Hoo-Hoo order.

### Buffalo.

O. E. Yeager is still getting a good lot of high-grade birch from Canada and keeps up his assortment of poplar, which he has always made a specialty. He is getting hold of white ash, too, in good quantities.

G. Elias & Bro. have made arrangements with the New England Box Company of Boston by which they can furnish all sorts of small-sized boxes, as an addition to their regular output. Heavy spruce timber is the latest stock added.

The Buffalo Hardwood Lumber Company is able to report nearly 4,000,000 feet of oak in the home yard, and more is steadily coming up from the South. The concern's assortment of poplar and cypress is good.

T. Sullivan & Co. will begin work on their new storage shed as soon as good weather arrives and will make an effort to keep their lead in Washington fir and spruce, in which trade they were pioneers in this market.

Chestnut and plain oak are among the good things that A. Miller continues to bring up from the South, and he buys basswood besides, finding that it is not nearly as slow of sale as it used to be.

J. N. Scatterd had a long siege on the grand jury and is still on the list. The return of Manager Hopkins from Cuba has relieved him of the office work he had to do at the same time. Mr. Hopkins finds the business decidedly improved since he went away.

I. N. Stewart is making his eastern trip longer than was at first intended, and was in Philadelphia at last accounts. He will return about the middle of April.

A. W. Kreindeler is at work on his summer concatenation of Hoo-Hoo, which is now set for June 20, with a river party next day. This arrangement has always been found very satisfactory. The Standard Hardwood Lumber Company will get hold of a larger Buffalo yard as soon as possible.

Beyer, Knox & Co. are covering both Pennsylvania and the South for hardwood lumber and are getting excellent results for their hard work. J. F. Knox has been traveling in that interest most of the time for some months.

The old division of work in the Hugh McLean Lumber Company continues to bring results. In person they cover office, mills, the eastern sales trade and their producing centers.

James A. White is now president of the Buffalo Maple Flooring Company, as reorganized and is already improving the plant, putting in new dry kilns and machinery.

The burning of the mills of the Empire Lumber Company in Arkansas made such a difference with the business that it is quite likely the Buffalo yard will be kept up. A mill has been secured near the timber tract and both lumber and logs are sold.

### Saginaw.

The snow has about disappeared up in the logging district of the state, camps have broken up, except where they are operated the year through, and operators are fairly well satisfied with the winter work. The usual stock of logs has been secured, and if the market conditions continue favorable there will be no cause for complaint. There was produced in Michigan last year 672,623,334 feet of hardwood lumber compared with an output in 1904 of 618,938,333 feet. The trade conditions last year were much better than they were during the presidential year, and this year opened with fair stocks, although not excessive, and improved conditions both as to the prospective volume of business and prices.

Bliss & Van Auken are running their saw mill day and night, and will continue to do so until fall. The maple flooring plant is operat-

ing with two crews and the firm has large orders booked with every indication of an exceptionally busy season. The firm gets its logs from the Wylie & Buell Lumber Company, and they are brought down over the Mackinaw division of the Michigan Central.

The portable saw mill will be an important feature in the sawing of northeastern Michigan, north of Bay City, this season. There will be more than a score of them in operation, and in the aggregate they will produce probably 50,000,000 feet of hardwood lumber. There are also a number of small sawmills with circular rigs, capable of cutting 10,000 to 20,000 feet a day. These have been stocked up and will do a good business. C. S. Bliss is operating one at Butman, Gladwin county, where he will cut some 1,500,000 feet of lumber; Smith & Williams are operating a portable mill in Ogemaw county near West Branch. J. B. Redhead has moved his mill from Roscommon to Crawford county, where he has purchased a few hardwood forties, and there are many others. The stock cut by these plants is mostly purchased by Saginaw and Bay City dealers and goes into yards here.

Frank Buell, who is cutting logs for Kneeland, Buell & Bigelow Company, has started a summer logging camp in Cheboygan county, and Kneeland-Bigelow Company will operate two camps all through the summer. During the winter they operated four camps.

The Campbell-Brown Lumber Company mill is cutting out hardwood stock, having started some weeks ago.

J. J. Flood is cutting hardwood stock for W. D. Young & Co., and the latter firm is operating its own plant day and night. Mr. Young says the maple flooring trade has been a little quiet the last few weeks, as usual at this season, but about the first of May there is every indication of a pick up and exceptional activity, as building operations are expected to be active during the summer.

The Eastman Flooring Company has a busy season scheduled, having secured a full stock of maple lumber for the entire season run. The company bought one block of 10,000,000 feet to be delivered during the season from the Kneeland & Bigelow and Buell mills in Bay City.

The F. W. Gilchrist sawmill at Alpena began sawing April 5, and has a large stock of fine maple and other hardwood logs.

The Churchill Lumber Company mill will start next Monday and it has a lot of hardwood stock to convert into lumber.

The sawmill of M. D. Olds at Cheboygan started last week and will cut a few million feet of hardwood. The Embury-Martin Lumber Company mill at the same place started sawing hardwood in February.

The flooring plant of the Haak Lumber Company at Haakwood is well stocked.

The Kerry & Hanson Flooring Company at Grayling has had a very good run during the winter and is running steadily now. The company is stocked by the Salling-Hanson Company, and will put out about 12,000,000 feet of maple flooring this year.

It is not yet definitely known if a new flooring plant will be erected this season by the Johannesburg Manufacturing Company.

### Grand Rapids.

Milton Hinkley of Benton Harbor, trustee for the Longfellow & Skillman Lumber Company, has closed out the yards of the company to the Nichols & Cox Lumber Company. The yards contained hardwood stock reaching about half a million feet. About all the assets of the old concern have now been cleaned up and the trustee estimates that creditors will receive close to 70 cents on the dollar.

The Overton Company, a copartnership, has been formed by M. Herman Friedrich of this city and Albert Nuechterlein of Saginaw for the manufacture of piano stools, benches, cabinets and other similar articles. The firm will start operations about May 1.



The Michigan Lumber Company is making saw and bottom in addition to hoops. Inch and a half in is used.

Increasing business with the Potoskey Block Company, Potoskey, Mich., makes it necessary to further enlarge the plant this spring. The number of employees has been doubled within a year.

Three woodworking plants at Allegan, the Owen-Arnold Casket Company, Baker & Co., furniture manufacturers, and the Barnes & Moser Cabinet Company will enlarge their factories this year.

W. S. Pullen has removed his sawmill from Allegan to Hartford, where he has bought a large quantity of apple tree timber for manufacture.

George B. Dunton, president of the Thomas McBride Lumber Company, went north April 9 on a business trip.

The East Jordan Maple Flooring Company held its annual meeting recently and reelected its old board of directors. A dividend of fourteen per cent was declared.

A stock company is being formed by business men of Manistee for the manufacture of chairs. Patrick Noud, the well known lumberman, was the first to put his name on the list of stockholders. The amount of subscriptions made in one day reached \$7,550, and it is the intention to erect a factory employing a minimum of 100 men.

### Indianapolis.

At a meeting of members of several leading lumber companies of Indianapolis held recently the organization of the Lumbermen's Building and Loan Association was perfected. Articles of incorporation have already been filed with the secretary of state, the company having a capitalization of \$1,000,000. The company is formed for the purpose of loaning money for building purposes and a special effort will be made to get the business of home builders.

The plant of the Greensburg Table Company has been transferred to Anderson, Ind., and will begin operations at the new location at once, with a force of about seventy-five men.

The Hyatt Coopers Company of Crothersville, Ind., has been incorporated here with a capital stock of \$10,000.

The Special Woodwork Company of Indianapolis has been incorporated. The capital stock is \$40,000, and Elmer G. Bechtol, E. O. Miles and Thomas O. De Long form the board of directors.

W. H. Keckler, one of the leading business men of Auburn, Ind., and secretary-treasurer and general manager of the Auburn Lumber Company, died suddenly March 29 of heart failure. Mr. Keckler came to Auburn in January, 1896, and established the lumber company which at the time of his death was one of the leading retail lumber concerns of northern Indiana.

### Milwaukee.

Hardwood dealers of Milwaukee expect a lively season this summer. Lake traffic from present indications will open earlier than in former seasons. The John Schroeder Lumber Company is fitting out its steamer John Hilton, expecting to send it within a short time to Lake Superior ports. It is expected that a few shipments will again be made to Milwaukee from Canadian ports. The Rockwell Manufacturing Company brought three cargoes of lumber to Milwaukee from Canada last year.

W. S. J. ... Company is out of the city on a brief vacation.

Charles G. Forster of Milwaukee, J. M. Thompson and William Holmes of Menominee and Daniel Wells of Escanaba have purchased fifty-six square miles of timber land in Canada, the lumber ...

Mound City, Ill., in Kentucky and also in northern Michigan and its own line of steamers.

The winter's cut at the New London, Wis., camp of the Page & Landeck Lumber Company of Milwaukee amounts to about 4,500,000 feet of hardwoods. The logs are being loaded on cars and hauled to the mill over five miles of railroad. The company will put in about 13,000,000 feet this winter. It is logging off about 2,000 acres of timber a year at present, to supply its Cranston mill, but as it owns some 23,000 acres and is continually buying new land, there is plenty of material on hand for many years.

### Bristol, Va.-Tenn.

The big double band mill of the Tennessee Lumber Manufacturing Co. of Pottsville, Pa., at Sutherland, Johnson County, Tenn., has been started, after lying idle for almost three months on account of an insufficient supply of logs. There is now a total of about 8,000,000 feet of logs on the company's yards, which will keep the mill running for several months.

J. A. Wilkinson, whose large mill, box factory and big yards were devastated by fire in Bristol about three weeks ago, announces that he will rebuild the plant. Mr. Wilkinson has asked the city for more adequate fire protection for the new plant. Despite the big loss on account of the fire and consequent cessation of work, the business for March will compare favorably with any other month, as Mr. Wilkinson's mills in Virginia, West Virginia and Tennessee are in continuous operation and shipments are going forward as usual.

Frank R. Whiting, of the Janney-Whiting Lumber Company of Philadelphia, was on a tour of inspection of the operations of the Whiting Manufacturing Company in this section recently. Mr. Whiting visited Abingdon where he went through the company's large new band mill and took a brief trip to the logging operations in the mountains of Carter and Johnson counties.

L. H. Carter, president of the Iron Mountain Lumber Company, of Troutdale, Va., has purchased from A. A. Campbell, of Wytheville, Va., some three thousand acres of timber lands along the line of the Marion & Rye Valley Railway, the new railroad possession of the United States Spruce Company of Marion, which intersects some of the richest timber properties in Virginia. It is stated the purchase was made personally by Mr. Carter, on behalf of the Iron Mountain Lumber Company, which will put mills on the tract and manufacture the stock for the market. The timber is said to be of a particularly high grade, consisting chiefly of oak, poplar and chestnut.

W. S. Barger, who has been lately connected with the United States Spruce Company, Marion, Va., will enter the lumber business for himself, and has purchased several thousand acres of rich timber lands in Bland and Tazewell Counties, Virginia, and will, it is stated, soon begin the manufacture of same.

The Bryan Lumber Company of this city will construct a large band mill and begin active lumber operations in Mitchell County, North Carolina. Last week this company, through J. H. Bryan, closed a deal for 3,500 acres of timber land in Mitchell County, which is estimated to cut 15,000,000 feet of merchantable lumber.

The newly incorporated MacCabe Lumber Company, Newport, Tenn., being a corporate creation of George M. Speddie & Company, lumber merchants of Philadelphia, and others, is preparing to begin extensive lumber operations near Newport. This company holds a large boundary of valuable timber in East Tennessee.

George W. Peter, manager of the Paul W. Fleck Lumber Company, has returned from a trip of inspection at the company's operations near Shady, Tenn. He reports activity in the mountain operations, and heavy shipments from the mills.

A ... of Butler, Penn. ...

the Luppert Lumber Company, Inc., was in Bristol last week. This company's big band mill at Butler is in active operation. Almost its entire output is being handled by the Paul W. Fleck Lumber Company, of this city.

### Cincinnati.

The Freiberg Lumber Company, which has succeeded to the property of the R. E. Becker Company, has been incorporated with \$50,000 capital by Harry W. Freiberg, William E. Shrimpton, A. H. Freiberg, Joseph Freiberg and S. J. Freiberg. The plant has been greatly improved since the new owners took hold.

A company to manufacture box boards will be formed by Cincinnati capitalists. W. H. Stewart of the Stewart Brothers Company is one of the promoters. The company will have a large capitalization and will be operated on extensive lines.

It is expected that about thirty hardwood men from this city will attend the National Hardwood Lumber Association's convention at Memphis next month. The Lumbermen's Club has arranged for a special car for its members. Delegates to represent this city will be named this month.

The Cincinnati Manufacturers' Club has elected M. B. Farrin of the M. B. Farrin Lumber Company its president, to succeed J. C. Hobart.

William Duhlmeier of Duhlmeier Brothers has returned to his desk after a week's confinement with injuries the result of a fall from a pile of lumber eighteen feet high.

W. J. Eckman of the M. B. Farrin Lumber Company has returned from an extended business trip to eastern markets.

H. P. Wiborg, president of the Wiborg & Hanna Company, has almost entirely recovered from his recent illness. He will leave the hospital this month.

The Ohio River Lumber Company, with a capital stock of \$15,000, has been organized by D. H. Moul, M. B. Moul, W. J. Mittendorf, B. M. Mittendorf and O. E. Irish. They will engage in the hardwood business at Ironton.

The East Palestine Lumber Company of East Palestine, Ohio, has been incorporated by J. A. Benzenhoefer, C. W. Hamilton, Thomas Padgett, William Haight and David E. Jenkins. Capital, \$10,000.

The controlling interest in the Kentucky Land Company, which possesses 7,000 acres of coal and timber lands in Morgan, Harlan and Knox counties, Kentucky, has been purchased by J. M. Blizstaff, M. O. Cockrell, J. M. Pickrell and Major General Henry T. Allen, at present with the United States army in the Philippines. Mills and a railroad will be built at once.

The Swan-Day Lumber Company's sawmills at Clay City, Ky., were totally destroyed by fire on March 27. The loss was \$30,000, with \$20,000 insurance. The plant will be rebuilt. The origin of the fire is unknown.

### Evansville, Ind.

Perhaps no city has made greater strides in the lumber business during the past year than has Evansville. It has become one of the most important producing and distributing centers on the Ohio, and lumber manufacturing is probably its greatest industry. Last year something like 200,000,000 feet of lumber were handled here, eighty per cent of which was hardwood. Aside from the lumber operations, the city boasts of over a score of furniture factories, several carriage and wagon factories and innumerable wood-working plants. About 10,000 carloads of hardwood lumber are shipped annually from this Indiana metropolis. There are several large sawmills cutting lumber from the log, besides a goodly number of jobbers who operate local yards and ship direct from the mill.

One of Evansville's foremost lumber concerns is the widely known firm of Maley & Wertz. Both of the men composing this firm are thoroughly experienced in lumber lore and are keen.



far-sighted business men. A large stock of lumber is kept on hand at all times, and the sawmill is rarely silent, as is necessary to take care of the rapidly increasing business of the company.

Another progressive concern is Young & Cutsinger, composed of Bedna Young and F. M. Cutsinger. The firm was organized about two years ago. Young & Cutsinger make a specialty of quartered oak. They operate a modern sawmill and a planing mill with a capacity of 20,000 feet of lumber daily.

#### St. Louis.

The Boynton Land & Lumber Company has been incorporated with a capital stock of \$300,000. The incorporators are J. G. Ganahl, A. J. Lang, E. E. Boynton of Sycamore, Ill., William L. Culbertson of Carroll, Iowa, and C. D. Boynton of Cape Girardeau, Mo.

George W. Booker, formerly proprietor of the Booker Lumber Company, East St. Louis, Ill., has opened wholesale offices in the Chemical building, this city. He has mill connections at Brighton, Ark., and Monroe, La., the latter being a yellow pine plant, and the former cutting principally gum and oak lumber.

Application for articles of incorporation were filed a few days ago by the Columbia Lumber Company, with a capital of \$100,000, paid up. The incorporators are Andrew J. Niemeyer, Wilson T. Cartwright and William N. Dunaway. Mr. Niemeyer is president of the Monarch Lumber Company of this city. The company will own and operate timber lands and saw mills.

Fire in the yards of the Charles F. Luehrmann Hardwood Lumber Company a few days ago damaged property to the extent of \$25,000. The blaze started in one of the sheds in which was stored the most valuable stock carried by the company, including mahogany, birch and maple, and a quantity of veneer material. The company is well insured, and the damaged buildings will doubtless be replaced shortly.

#### Memphis.

The following letter, issued by the Lumbermen's Club of Memphis through its secretary, George C. Ehemann, has been addressed to members of the National Hardwood Lumber Association:

"As a mistaken impression has been given out that the hotels of Memphis will not be able to accommodate all of the delegates to the annual convention of the National Hardwood Lumber Association to be held here May 3 and 4, the Lumbermen's Club of Memphis will take pleasure in securing reservations of rooms for all delegates who will send in their requests for same to the hotel committee, composed of Messrs. John W. McClure of Thompson & McClure and E. E. Taenzer of E. E. Taenzer & Co., Inc. Kindly send your requests for reservations to either member of the hotel committee at once."

This action was taken at the last meeting of the Lumbermen's Club, at which the club unanimously endorsed the candidacy of W. H. Russe of Russe & Burgess for the presidency of the National association.

F. E. Stonebraker, president and manager of the Crittenden railway, has purchased an interest in the Lansing Wheelbarrow Company, a large Michigan corporation, and on April 15 will become southern manager for this company. The Lansing Wheelbarrow Company has a large 12-inch band saw mill at Parkin, Ark., and a big plant there manufacturing wheelbarrows and other products. It also owns about 12,000 acres of hardwood timber lands in Cross and Crittenden counties, Arkansas, a short distance west of Memphis. Mr. Stonebraker's headquarters will be either in the Memphis or Tennessee Trust building, this city.

The E. Sondheimer Company of Memphis announces the purchase of twenty acres of land in North Memphis, adjacent to the Illinois Cen-

tral and the Union railway (Belt Line), on which will be established a planing mill and lumber yards, equipped with drying kilns. These yards will handle the output of the mills of the company in Mississippi, Arkansas and Tennessee. The yards at Cairo will be continued as heretofore, but will handle only the river receipts of the company and the output of the mills in Kentucky and Missouri. The local yards will carry a stock of 10,000,000 to 15,000,000 feet of lumber. The company will make a new departure in the shape of the building of homes for its employees adjacent to the property already purchased.

C. L. Willey of Chicago, one of the largest veneer manufacturers in the United States, has purchased fifteen acres of land adjoining that owned by the E. Sondheimer Company, and will erect thereon a large band mill with capacity of 50,000 feet of lumber daily for the manufacture of hardwoods brought here from the southern states and from South and Central America.

The new yards of the Gayoso Lumber Company are now open and lumber is being loaded thereon at a lively rate. The company has between six and seven acres and spur tracks run on both sides of it, having been constructed from the main line of the Yazoo & Mississippi Valley railroad. W. A. Ransom, Jr., and C. R. Ransom, both of Nashville until recently, are now here looking after their interests. The company will erect a shed for the storing of wagon stock and high-class hardwood lumber.

The Cotton States Lumber Company has purchased from Thomas Hume of Muskegon, Mich., 16,633 acres of timber lands in Lauderdale county, Mississippi, for \$166,333. The Cotton States Lumber Company is expanding rapidly, as it acquired only a short time ago the large milling plant and properties of the Meehan-Rounds Lumber Company, near Meehan Junction, Miss.

The Arthur Hardwood Flooring Company has begun the operation of its plant for the exclusive manufacture of hardwood flooring.

It is stated on the authority of a prominent lumber exporter here that American export lumber interests will have, in their dealings with Germany, benefit of the lowest tariff schedule allowed under the "favored nation clause." This arrangement, it is officially stated, will continue until July 1, 1907, or until further notice. It became effective some days ago.

The Mississippi river is now reaching the highest stage in two years, and promises a volume of water that will greatly facilitate lumbermen in getting in timber which has been cut and held on the banks of smaller streams to be floated out in the event of high water. The rise will prove extremely helpful to cottonwood interests. The stage is large enough to cause an overflow of all the land outside the levee, but it is not believed that there will be any danger of breaks.

#### Louisville.

The Berry-Davis Saw Mill Company has been greatly hampered in receiving a sufficient supply of logs to keep moving by the bad weather which has prevailed this season, but now that spring has commenced and the weather is more favorable it is preparing to receive a liberal supply of logs, having purchased additional timber holdings and increased logging facilities. The company reports a splendid demand for hardwoods, especially plain oak. While quartered is not as active as plain, it is improving steadily and is materially better from the selling standpoint than it was two months ago.

A. E. Norman of the Norman Lumber Company reports a good demand for everything in hardwoods, and an abnormal demand for ash. The call for this wood easily exceeds the available supply, and all grades of it find a ready sale at good prices.

The W. P. Brown & Sons Lumber Company has orders enough on hand to keep busy for the next two months, but the excessive rain has

delayed shipments considerably so that stocks on the yards here are low.

J. E. Buscher of the Louisville Spoke & Bending Works says the demand for vehicle woodstock is improving steadily, the only difficulty being the inability to get raw material.

D. S. Hutchinson of the Nashville Hardwood Flooring Company, Nashville, Tenn., who was visiting in town last week, reports an excellent demand for hardwood flooring, both oak and beech. The company is in fact sold out of beech stock and has many orders ahead. Mr. Hutchinson says his company will put a new flooring of satin walnut on the market soon that will be cheaper than oak and better than pine.

Albert R. Kampf has been turning down orders, for they were coming in faster than it was possible to take care of them, since he, too, was handicapped in operations at the mills by the recent heavy rains. He recently purchased additional timber holdings and will soon enter the field well prepared to handle all the business offered.

#### Dayton, Ohio.

One of the largest concerns in Dayton is the Miami Lumber & Veneer Company. This company was organized October 12, 1903. Its president and general manager is W. C. Ely, formerly of Houck & Ely of Dayton. The other moving spirit is E. A. Deem, vice president and treasurer. Mr. Deem was formerly in the jobbing business at Eaton, Ohio.

The company owns an extensive tract of land at Dayton and operates on the premises a large modern band mill. An average of 1,500,000 feet of hardwood is carried in stock at all times, consisting principally of plain and quartered red and white oak. The company is at present erecting a large veneer plant.

#### Minneapolis.

W. H. Sill, of the Minneapolis Lumber Company, says that in his judgment the output of hardwood logs in the northern woods last winter was about three-fourths of the previous season. The Ruby Lumber Company, in which this concern is interested, got out about as many logs as the year before by strenuous effort, but has not enough to keep the mill running as intended, and will do some summer logging.

The sawmill of the Coffin Box & Lumber Company at Menominee, Wis., started up with a good supply of oak, elm, basswood and ash logs on March 20, and will be busy all season. At this plant baskets and berry boxes are also manufactured on a large scale.

The Peterson-Moore Lumber Company of St. Paul, which was recently incorporated with A. E. Peterson, president of the Northwestern Hardwood Lumbermen's Association, at its head, will establish a distributing yard at St. Paul, on the Northern Pacific and Omaha tracks. The tract acquired comprises nine acres and a full line of stock will be stored there to supply car orders or mixed car business.

W. O. Barndt, of the W. O. Barndt Lumber Company, has returned from the company's mill at Tripoli, Wis., where it is sawing hemlock and hardwood logs.

C. F. Osborne, of Osborne & Clark, has returned from a visit of inspection to their retail yards in and near Erie, Ill., where he found trade brisk. Mr. Osborne says that dry stocks of lumber are low and lines broken. The last stock of northern white oak available for this market, which they hold, is now out of 16-foot lengths. Mr. Osborne says that the Leavitt Lumber Company, of Frederick, Wis., the largest single white oak producer in the North, had a good winter logging, and got out 2,187,000 feet of white oak logs. Osborne & Clark handle the entire output of this mill.

E. Payson Smith, of the Payson Smith Lumber Company, is still in Alabama looking after stocks he has purchased there, and Geo. S. Agnew, of the same company, has joined him. A. S. Bliss remains in charge of the offices here.

Local box men are turning from pine to bass-



The R. C. & C. Co. has reported a very good summer for basswood in the West. The water is very low, and the wood is in good condition. The R. C. & C. Co. has reported a very good summer for basswood in the West. The water is very low, and the wood is in good condition.

## Hardwood Market.

(By HARDWOOD RECORD Exclusive Market Reporters.)

### Chicago.

The hardwood market is backed by a continuance of strong buying. This applies to the orders placed by the Chicago wholesalers as well as the demand on both car and wagon load orders by the woodworking institutions both great and small throughout the city. Optimism prevails in all sections regarding the future demand, and there seems to be little complaint on the subject of prices current. It is the general belief that prices will hold firm all through the season, and the chief factor in the hardwood situation locally is the query, "Can you deliver the stock dry and quick."

### New York.

Spring has opened with a very fair rush of business and prospects are most favorable for a big trade through the summer, barring possible labor troubles. The retail as well as furniture, cabinet and all the manufacturing trade in the hardwoods are busy and in the market for stock. Prices are firm.

Taken as a whole, after a careful survey of the market, it cannot be said that stocks are plentiful.

Poplar is ruling firm and stocks are fair, but the market is sufficiently active to keep prices steady with a slight upward tendency. Plain oak and ash are in good call, and stocks in shipping condition are comparatively light. Brown ash is in big call and is selling at a range from \$1.00 to \$1.25. Plain oak is inclining upward in price. Quartered oak and maple are sluggish and the market is well supplied with offerings. Chestnut and birch are moving freely and prices are bullish.

### Boston.

There is activity in all branches of the woodworking industry; manufacturers of interior finish are running their plants on full time, architects are getting orders about ready to turn over to the carpenter and painter for an early start in good, and furniture manufacturers are busy, all of which influences the hardwood trade. Prices asked for the popular woods have advanced considerably during the past few weeks, which has tended to check speculative buying. All advices from mill centers for the past few weeks indicate a shortage of dry stock and a smaller supply of logs on hand than usual. The export demand is moderate only. Prominent wholesalers state that foreign buyers will not pay the prices now asked.

Plain oak is in smaller supply and firmer than at any time during the past year. Quartered oak is in better demand and offerings are not large. White ash is in excellent call. Prices are firm and stocks small. There is also a good call for brown ash. Walnut, cherry and chestnut receive a fair amount of attention.

Maple flooring has developed additional strength during the past two weeks. Dealers are getting orders for the material and exporting points toward a further advance. Whitewood is a little slow, but prices are firm. Advices from mill centers show small stocks of finished goods. The market is well supplied with offerings. Chestnut and birch are moving freely and prices are bullish. Stocks in consumers' hands are not large.

and has commenced sawing birch, ash, maple and basswood, etc., in addition to pine and hemlock. The concern is building a planing mill which it is hoped will be in operation about May 1, when they will have stock to put on the market.

### Philadelphia.

The market has improved and prices advanced slightly during the past fortnight. Chestnut continues the leader, with oak in good demand. Poplar is stronger today than it has been for three or four years, the call for it being healthy and normal. Good basswood continues in brisk demand, and there has been a considerable lot of cypress sold. There is, as usual, a scarcity of good oak flooring while the Maple Flooring Association has found the demand such as to justify the advance of \$1 to take effect in about thirty days.

Most of the local yards are pretty well stocked, but the sales are comparatively low. Instead of the strong and continuous demand that ought to mark this season of the year, the market is sporadic, and, in spite of the slight advance registered during the last two weeks, is not what it should be. The feeling at the mills, as reported by the local trade, is very optimistic, but among many dealers there is a strong belief that when the accumulated stock at the mills, which it has heretofore been impossible to work out, reaches the market, a drop in prices will occur, and they are taking advantage of the present high figures to secure orders.

The building outlook this year is better than for some time past. The usual number of small houses are in course of erection, but there is a decided increase in the number of better quality houses being built in the suburbs. The only cloud on the labor horizon here is the projected strike of the carpenters and plasterers for higher wages, but the builders are estimating on the basis of the old wage scale and do not look for any interruption of operations.

### Baltimore.

Nothing has occurred during the past fortnight to dim the prospects of the hardwood business in this section. The demand continues brisk, with the offerings hardly large enough to meet requirements, and values high. The bad roads have prevented shipments to the railroads and have consequently retarded the receipts at points of distribution. The demand abroad seems to be increasing, and buyers are offering better terms, the conviction that the rise in the quotations is based upon actual conditions here having extended.

Ash and oak are equally popular, liberal quantities of both woods entering into consumption at prices which encourage production. The exports of these woods are also considerable. The revival in oak seems to be holding its own, the cabinet workers here and all over the country buying in relatively large quantities, while the export movement is of very satisfactory proportions. The values realized are in the main very remunerative.

A strong feature in the local hardwood market is poplar, which continues in very active request, at attractive prices. Stocks are going forward to supply the export trade in large quantities, and the assertion is frequently heard that the manufacturers seek thus to prevent the domestic situation from sagging.

There is still a good inquiry for mahogany on the part of manufacturers of store fixtures and cabinet makers, who find an active call for wares made of this wood. The prices, comparatively speaking, are very moderate.

### Pittsburg.

The hardwood situation in Pittsburg shows a marked improvement over two weeks ago in both

the bulk of inquiry and the higher range of prices. To the bad weather may be attributed chiefly the tardiness that was manifest in the market a few weeks ago among customers. Since March 1 it has been practically impossible to do excavation or foundation work.

Things are beginning to look much brighter for hardwood dealers, as the building outlook is excellent. The amount of railroad and general construction work that is sure to go forward is sufficient to justify the assertion that Pittsburg will be an exceptionally good distributing point this summer for oak timbers and other heavy material.

The price situation is already beginning to reflect this prospective demand. Good oak is in splendid call and it is hard to get dry stock. It is generally admitted here that hardwoods were never before shipped so green as this spring. The better grades of oak for finishing are selling much better than last spring, and maple flooring has taken an upward shoot. Eastern manufacturers and the Ohio factories are using a large amount of the minor hardwoods, including hickory, ash, birch, cherry and walnut, in which some firms are doing a very nice business. Chestnut is strong in market and many dealers are practically sold out on the good stock. On several lines of hardwoods premium prices are being offered for dry stock and quick delivery.

### Buffalo.

The hardwood lumber situation is steadily improving, but there is no claim that the activity is increasing speedily, and it would be almost a calamity if it were, for there is not the stock to meet it. Chestnut and ash are so scarce that all effort made to replenish them seems in vain. Chestnut often sells for more than plain oak, and ash is several dollars higher than it was, white ash now being about as hard to get as black ash.

Hardwood dealers are confident of the situation. If they can buy at the regular mill price they feel safe, and they can still produce their own lumber at a good profit. There is not much effort to buy new tracts of hardwood or southern wood, for they are very high and it is difficult to get clear titles on them, but the firms are constantly putting more buyers on to patrol the South and see that nothing in their line escapes.

One thing showing that there is need of all hardwoods is the increased call for basswood and elm, though the movement is not strong as yet. Maple is still too cheap, but is in good demand. Birch, oak and cherry are strong and are selling at good prices, oak having improved somewhat of late.

### Saginaw.

The hardwood market is steady. At this time of the year business is beginning to put on its spring togs and square away and there hasn't been any rush. There doesn't appear to be any weakness in the way of prices and some grades have been put up. The retail price of maple flooring has been advanced \$1 a thousand. Maple is being wanted for other uses than flooring, and the condition in this lumber commodity both as to demand and price is much improved as compared with last year. Some maple is being worked up into furniture stock and even in building operations aside from flooring.

The sentiment as regards basswood is healthy and a good deal of that kind of lumber will be used during the season. Woodenware manufacturers here are taking a number of million feet every month.

The screen trade is calling for beech and it is used also largely for pulleys. One of the largest pulley concerns in the country has placed orders for substantial invoices of beech. A portion of this stock is also going into flooring, and altogether beech is expected to be well loaded after this season. The supply of ash

here is limited and the demand more than equal to the supply. Only a very small quantity of oak is manufactured here. One or two yard firms buy a good deal of oak and a limited quantity is brought here and sorted up, while a number of million feet is handled direct from a manufacturing point to the consumer without coming into the yard.

Elm has been rather slow, but is expected to do better as the season advances.

Dealers are in fairly good shape to handle all the trade offered.

#### Milwaukee.

Market conditions are normal for this season of the year. All yards report an adequate supply on hand to tide over until the arrival of this season's cut. No change in prices has been made since the last went into effect March 1. It would create little comment, however, if prices stiffened somewhat, as the demand for hardwood lumber is increasing almost daily. Hardwood flooring manufacturers report a brisk trade; many, in fact, assert that the present demand exceeds that for the corresponding time of any previous year. Chair manufacturers at Port Washington and Sheboygan are placing large orders in anticipation of a lively season.

#### Bristol, Va.-Tenn.

It is asserted by many that existing conditions in hardwoods foreshadow one of the best years in recent history. Local exporters, too, report improvement in their line, and are firm in the belief that prospects for higher prices in the foreign markets are brilliant.

The country mills which have been compelled to shut down on account of bad weather are all in active operation again. The roads are beginning to show improvement and the work of hauling the winter's cut to the railroads has begun. There is an unusually large amount of stock at the country mills which is being put on the market as fast as it can be hauled to the railroads. The larger mills are all running regularly and to their fullest capacity in most cases, and even with this, some dealers assert they are behind with orders.

#### Cincinnati.

Inclement weather the past two weeks temporarily checked activity, so far as the actual movement of hardwoods was concerned. Inquiries continued on a liberal scale, however, and as soon as the weather moderates opportunity will be afforded dealers to fill orders which have been on their books for weeks. Available supplies of dry stocks continue small in all directions. Reports from producing sections of Kentucky and West Virginia indicate that production will increase rapidly, as the mills have recently secured many logs. Plain oak, in all thicknesses, has been in the best inquiry, with cypress a close second. Quarter-sawed red oak and quarter-sawed white oak continue in good call. Poplar, gum, cottonwood, ash, walnut, hickory and other woods maintain a firm position.

#### St. Louis.

The activity of the hardwood trade, notwithstanding the heavy snows and cold weather of March, has in no wise lessened. St. Louis wholesale dealers all report as much business as they can handle, in the face of drawbacks to handling and shipping resulting from recent bad weather. Plain-sawed oak is the leading item in price advances. Plain red oak is correspondingly strong. The poplar trade is in good shape, with stocks of firsts and seconds being hard pressed to meet demand. There is a fairly good call for selects, and more or less buying of common and cull. Cottonwood and gum are considerably higher than for some months.

#### Memphis.

The demand for hardwood lumber here continues good, and the market shows an excellent

undertone. Both manufacturers and wholesalers are busy with their shipments, and the volume of business would be even larger if there were a sufficiency of dry stock. There are complaints of scarcity of dry stock in almost every direction. Prices are firm in most items, with the tendency in some distinctly upward. The foreign demand is only moderate.

Ash and cypress are the strongest items on the list. The demand for both is of phenomenal proportions, while the amount available for immediate shipment is even lighter than heretofore. The demand is distributed to all grades of both kinds of lumber.

There is a continued good call for plain oak, both red and white, but there is an idea in some quarters that the relations between supply and demand, so far as plain oak is concerned, are not quite so strained as they have been for the past year or more. Quarter-sawed oak is still slow in all grades, with the exception of quarter-sawed white in the higher grades. Red is slow in both the higher and lower grades and the latter grades of white are not much wanted. Prices, however, are about what they have been heretofore, with the tone called steady.

There is an excellent call for all grades of cottonwood, including box boards. The supply of this wood is not large. Prices are held firmly at recent level.

Gum is wanted in all grades at very satisfactory prices. Offerings of dry gum are not large, but the mills are selling their output ahead, thus enabling buyers to contract for their future wants.

There is a moderately good demand for high grade poplar, but there is less activity in the lower grades of this lumber than in similar grades of cottonwood. Prices are steady.

Heavy rains are reported throughout this territory during the past fortnight, and manufacturers say that they are operating with greater difficulty. It is believed that this interference, even though temporary, will tend to strengthen the position, generally speaking, of hardwoods.

#### Louisville.

The hardwood fraternity in Louisville and vicinity has been down in the dumps for the past few weeks, not because of lack of demand but because of excessive rains and extremely soft roads, which make hauling almost impossible. There has been so much rain that operations in the woods have been practically at a standstill. The outlook for pleasant weather is brighter just now, and the sun has been shining for a day or two, which is causing active times at the mills. But even if the roads improve immediately and the mills make more deliveries than for the past few weeks the demand will exceed the supply. Prices on most hardwoods have climbed up a little and the demand for all stocks is urgent. In oak the call for plain-sawed stock is so strong and the prices as compared to piece stock of various kinds are so inviting that some of the mills formerly making a specialty of piece stock now give most of their attention to plain-sawed. Users of piece stock are very anxious to place orders for everything from small dimension to car material and heavy timbers.

#### Minneapolis.

While the demand for hardwood from northwestern buyers is not heavy, it is large in proportion to the dry stocks on hand. There are very low stocks of available dry lumber, except birch, which is ample to take care of needs for a month or so. Retail yards are buying quite heavily, especially mixed car orders containing a large percentage of hardwood yard stock, as flooring, white oak wagon stock, maple and wagon box material.

Sash and door factories are not buying to any great extent. The factory demand is confined almost entirely to the furniture people, but

they are taking a good line of stock. Basswood is scarce in all grades, and is getting stiffer in price right along. Cull basswood is out of the market, and the new cuttings will sell readily at a good figure as soon as it is ready to ship. Oak is very hard to get and dealers are all having trouble in getting delivery of southern stock. Following the car trouble has come wet weather. Reports are received from Missouri, Kentucky and Tennessee of yards and tracks under water, and stock badly wanted is tied up at the mills or on the way.

The general report is that the output of hardwood logs in Wisconsin was lighter than usual. Estimates run from 60 to 80 per cent of last year's cut, and it would have been a much worse showing if it had not been for the good freeze in March. The mills which did not run through the winter are now starting up and will turn out nearly as heavy an output as last year, except in oak. Some of the m. s. will help out their shortage by summer logging, wherever it can be done without too great expense.

The building movement in northwestern cities continues heavy, promising a good hardwood demand all through the building season.

#### Rhineland, Wis.

The hardwood trade has been rather quiet the past week or so, although shipments on contracts have been going forward steadily. There is a slight survival in demand just now, and prospects are a little better. There is a heavy trade in box material, birch, basswood, etc., and the furniture concerns are beginning to call for birch and soft elm, as well as rock elm, the chair factories being especially in need of the last named. As they have to compete with the agricultural implement concerns for rock elm, the prospect is that they will have to pay a good price for what they get this year.

Birch is moving rather slowly, but in the aggregate a good quantity is being shipped. Thick stock, especially 1 1/4 and 2 inch, is scarce, and is selling fairly well. Culls are the best sellers of all grades.

Basswood is good property, and with the recent advance in lower grades, is making a good record in the way of prices. Firsts and seconds are hardly as high as they should be, as with No. 2 common at \$16.00, No. 1 barely bringing \$18.50, and first and seconds at \$29.00, there is not enough difference between the prices. This matter will probably take care of itself as the season advances.

Hard maple is rather quiet at present. There is not a great deal of dry stock on hand, however, and it will all doubtless move before the new cut is dry.

#### London.

The market shows no signs of activity; the east end cabinet makers, who make the cheaper kinds of furniture, being practically without orders, and the only demand being for the better class of lumber, and that only in limited quantities. It is satisfactory, however, to record that buyers are paying good prices for these goods "to arrive" when they cannot find them in docks.

Two failures during the past fortnight are to be recorded among lumber dealers, but it is only the larger brokers who will be affected by them.

Prime oak boards are in good call, but arrivals are light, parcels of 5-4, 6-4 and 8-4 of good medium quality are in active demand at remunerative prices; 3-inch and 4-inch export planks also find a good market.

Walnut is not in great demand, but parcels of culls and mediums would sell well.

Arrivals of Sabin walnut have been ample and a few parcels which have not quite come up to buyers' ideas of quality have been stored.

The demand for ash and hickory logs and lumber is very good, and although this is not a large market for this wood, high prices are ruling.



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## EMPLOYMENT WANTED

### WANTED—POSITION AS BUYER

And inspector of hardwoods. Good references. Address, BOX 21, Cowen, W. Va.

## EMPLOYEES WANTED.

### WANTED.

Estimator qualified for figuring large Interior Finish jobs. Address N. B. PHILLIPS, 25 Richellen, Indianapolis.

### SALESMAN WANTED.

Experienced man to sell Veneers; good salary and fine opportunity to right person. Address G. 73, care HARDWOOD RECORD.

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Capable man familiar with National hardwood inspection rules. State experience and wages wanted. GEORGE CRAIG & SONS, Winterburn, W. Va.

## LUMBER FOR SALE.

### FOR SALE.

1 to 2 cars of 4/4" Oak and Poplar lumber sticks, 8' long. THE FREIBURG LUMBER CO., Cincinnati, O.

### COLONIAL COLUMNS.

We want to get in correspondence with parties who handle columns and small turned work.

W. E. SMALL, Corinth, Miss.

## LUMBER WANTED

### OAK WANTED.

3 and 4 inch White Oak; also Mixed Oak; also 12x12 Timbers and Piling of all kinds. CONTINENTAL LUMBER CO., 1213 Monadnock Bldg., Chicago, Ill.

### WANTED—POPLAR, OAK, CHESTNUT.

Will receive lumber at shipping point and pay cash. D. B. MURPHY & CO., London, Ky.

### CHESTNUT, POPLAR, OAK, ASH.

Wanted all grades and thicknesses. Send description and lowest cash price. Amount justifies, will send buyer.

RODE & HORN, Brooklyn, N. Y. Southern Office: Johnson City, Tenn.

### MAPLE AND BEECH.

We are in the market for a quantity of 1" Southern Log Run Soft Maple and Beech. Would like to hear from any mills who have a quantity of the above material which they can guarantee to be strictly first-class. Quote delivered price.

THE LITCHFIELD MFG. CO., Waterloo, Ia.

### WAGON STOCK.

Wagon poles, axles, bolsters, double trees of Oak, Maple, Ash and Hickory.

THE WICKS LUMBER COMPANY,  
Battle Creek, Mich.

### WANTED.

4-4, 5-4, 6-4 and 8-4 Cypress and Gum of different grades. Send stock list and price to THE BELCHER-STINE LBR. CO., 323 Spitzer Bldg., Toledo, O.

### WANTED.

200 M Log Run Plain Sawed White Oak, 1" & up.  
300 M Log Run Red Gum, 1".  
50 M Log Run Walnut, 1" & up.  
100 M No. 1 Com. & Bet. Ash, 1" & up, mostly 3" and up.  
100 M No. 1 Com. & Bet. Cottonwood, 1" & up.  
100 M No. 1 Com. & Bet. Tupelo Gum, 1" & up.  
Mill inspection; prompt cash. Address P. O. BOX 986, New Orleans, La.

### WANTED.

A hundred carloads good oak, sawed 2 1/4 x 5, 4 ft. 6 in.; 2 3/4 x 5 1/2, 5 ft. 8 in.; 3 1/4 x 7, 6 ft.; 3 x 5 1/2-5 ft.; 3 x 6, 6 ft. 8 in., and other sizes, for plow beams. Handle strips, 1 1/2 x 2 1/2, 5 ft.; 1 1/2 x 2 1/2, 5 ft. Cash paid. Address A. B. FARQUHAR CO., Ltd., York, Pa.

### WHITE ASH WANTED.

50 M to 100 M feet of strictly clear, straight grain, second growth white ash, ranging from 3"x4" to 4"x5" 12 and 14 foot lengths, suitable for horse poles. AMERICAN-LA FRANCE FIRE ENGINE CO., Elmira, N. Y.

### DRY PLAIN OAK SIDINGS.

300 M feet 1", 1 1/4", 1 1/2" and 2" thick. SICKLESTEEL LUMBER CO., Detroit, Mich.

### WALNUT ONLY.

Wanted, Walnut lumber, green or dry, all grades, all thicknesses, log run or on grades. Highest market price paid. Liberal inspection. C. J. FRANK, 2440 N. New Jersey St., Indianapolis, Ind.

### WANTED—HARDWOOD LOGS.

200 M feet 28-inch and up White Oak logs.  
200 M. feet 12-inch and up Walnut logs.  
50 M. feet 12-inch and up Cherry logs.  
C. L. WILLEY,  
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We are in the market for plain sawed oak, all grades and thicknesses. P. G. DODGE & CO., 2116 Lumber St., Chicago.

## MACHINERY WANTED

### WANTED.

Small second-hand planer and matcher in good repair. E. E. PORTER, Killmaster, Mich.

### AT ONCE.

If you are in need of machinery—new or second hand—a few lines in this column will place your wants before those who have such goods for sale. For particulars address HARDWOOD RECORD, Chicago, Ill.

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### FOR SALE.

One six ft. Hoosier left-hand band mill, three block carriage, latest improved dogs, Soule feed, in use only about thirty days.

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### UNUSUAL OPPORTUNITY.

For investment or manufacturing. About 3,836 acres, hardwood timber and lands; large, tall-bodied Oak, Hickory, White Ash, Sweet Gum, Cypress and other varieties, estimated fifty to fifty-five million feet; very rich bottom lands; one and one-half miles to nearest railway station; eighty-five miles by rail or water to Norfolk, Va., and fronting eight miles on Roanoke river, in western part of Bertie County, N. C. One can leave Washington or Baltimore in the evening and be on the property the following forenoon. No agents. Address BOX 488, care HARDWOOD RECORD.

### CUBAN HARDWOOD TIMBER LANDS.

We have options on several tracts of superior mahogany, cedar and other valuable Cuban hardwood timber land. One containing 250,000 acres we can sell at the very low price of \$2 per acre. This is one of the few remaining large tracts on the island and will be sold this year. Near deep water harbor. Fifty thousand acres of virgin hardwood forest. Railroad now building will cross property. We have had these tracts examined by practical timber man with ten years' experience in hardwoods and will be pleased to send report to eligible parties or responsible brokers. We also have for sale several other good tracts.

PHILLIPS & WEBB,

Empedrado No. 1, P. O. Box 753, Habana, Cuba.

## BUSINESS OPPORTUNITIES

### WANTED.

Man thoroughly experienced, to manage a band-mill, 30,000 feet capacity, located in healthy city in Eastern Tennessee; established business. \$200,000 capital. Desire party to take some financial interest. Address B. 59, care HARDWOOD RECORD.

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Lumber yard northern Indiana. Town 1,000. Good farming country, thickly settled. A well paying business, no opposition. A clean, big stock. Do not apply unless you have the money and mean business. Address H. 731, care HARDWOOD RECORD.

### SAW MILL AND TIMBER FOR SALE.

Saw Mill. Eight months' use. 20,000 capacity. On Frisco Railroad, at Frisbie, Mo., near Kennett, Mo. Millions of feet of good Oak, Cypress, Hickory and Gum. Price and terms reasonable. Best timber on the market in this country. Do not write unless you have money and mean business. A splendid bargain for a lumber broker.

R. H. JONES, Kennett, Mo.

### HARDWOOD TIMBER.

A number of good mill propositions along the Cotton Belt Route. Tracts ranging from five hundred to twenty thousand acres, principally Oak, Hickory, Gum, Cypress, some Ash, Cottonwood and other hardwoods. Can be secured at very reasonable figures now—in some cases at less than \$1 per thousand stumpage. Choice openings for hardwood lumber mills, handle and spoke factories, slack cooerage plants and other hardwood enterprises.

A number of points on the Cotton Belt offer free sites or will raise cash bonus or take stock in practical propositions. Let us have your wants and see what we can do for you.

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Circular mill complete with Trimmer, Edger, Steam Feed and Dynamo for Lights, also 2 Band Saw Machines and Rip Saw attached to mill; capacity, 20 thousand feet per day. Located on main line of St. Louis, Iron Mtn. & Southern railway. Also 4 million feet Oak stumpage and 1/2 million feet Hickory. Mill in splendid condition. Timber will be sold at stump or logs delivered at mill as desired. Plenty of timber in same locality. Death of one of the parties is reason of selling. Address GEORGE R. HAYS, Newport, Ark.

## MISCELLANEOUS

### FACTS FROM PRACTICAL MEN.

The HARDWOOD RECORD is always in the market for articles on any and every feature of the hardwood industry. It wants practical statements of fact from practical men who know how certain things can be done in the best way. Literary quality not essential. Liberal pay for acceptable articles. Address Editor HARDWOOD RECORD.

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All inquiries for industrial railway equipment listed before "Record" readers will find ready response.

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Vollmar & Below	48
Wagstaff, W. J.	49
Ward Lumber Company	49
Wentworth, Chas. S., & Co.	7
White, W. H., Company	46
Wilberg & Hanna Company	50
Wiggin, H. D.	7
Willson Bros. Lumber Company	9
Wistar, Underhill & Co.	7
Yeager, Orson E.	51
Young & Outinger	8
Young, W. D., & Co.	10
Advance Lumber Company	45
American Lumber & Mfg. Co.	9
American Walnut Company	4
Atlantic Lumber Company	50
Bacon-Nolan Hardwood Co.	4
Banning, L. G.	50
Beck, E. E., Lumber Company	50
Beyer, Knox & Co.	51
Bennett & Witte	50
Black, F. W., Lumber Co.	49
Bliss Cook Oak Co.	38
Boyle, Clarence, Lumber Co.	49
Briggs & Cooper Co.	4
Brown, W. P., & Sons Lbr. Co.	2
Buffalo Hardwood Lumber Co.	51
Carrier Lbr. & Mfg. Co.	10
Cherry River Boom & Lbr. Co.	1
Chicago Car Lumber Co.	38
Chavies, W. R.	5
Crandall & Brown	49
Crane, C., & Co.	50
Crittenden Lumber Co.	4
Crosby & Beckley Co., The	4
Darling, Chas.	49
Davis, Edw. L., & Co.	2
Davidson-Benedict Company	2
D. B. & Swan Lumber Co.	8
Dennis & Smith Lumber Co.	47
Dixon & Dewey	6
Dohlmeier Bros.	50
Dwyer, John, & Co.	50
Elias, G., & Bro.	51
Empire Lumber Co., Buffalo.	51
Estabrook Skeels Lumber Co.	49
Estabrook, H.	6
Farrin-Korn Lumber Company	50
Flint, Erving & Stoner Co.	9
Fleischberg Lumber Company	50
Garetson-Greaser Lumber Co.	5
Hackley-Phelps-Bonnell Co.	47
Hafner Mfg. Co.	5
Heath-Wysock Company	49
Himmelberger - Harrison Lumber Company	1
Jenks, Robert H., Lumber Co.	45
Jones Hardwood Company	7
Kentucky Lumber & Veneer Co.	2
King & Bates Lumber Co.	45
Keith Lumber Company	49
Leavitt Lumber Company	10
Lesh & Matthews Lumber Co.	49
Lueban Lumber Company	9
Litchfield, Wm. E.	7
Loomis & Hart Mfg. Co.	5
L. E. Knott Lumber Company	8
Luehrmann, Chas. F., Hardwood Lumber Company	5

McClure Lumber Company	46
McLean, Hugh, Lumber Co.	51
Martin-Barriss Company	45
Miller, Anthony	51
National Lumber Mfg. Co.	49
Nicola Bros. Company	9
Norman Lumber Company	2
Ozark Cooperage Co.	5
Paepcke-Leicht Lumber Co.	4
Page & Landeck Lumber Co.	48
Price, E. E.	7
Radina, L. W., & Co.	50
Ritter, W. M., Lumber Co.	52
Ray Lumber Company	37
Rumbarger Lumber Company	1
Schofield Bros.	7
Smith, W. E., Lumber Co.	4
Southern Oak Lumber Co.	45
Standard Hardwood Lbr. Co.	51
Steele & Hibbard	5
Stewart, I. N., & Bro.	51
Stevens-Eaton Company	7
Stinson, J. V.	8
Stoneman-Zearing Lumber Co.	5
Stolz Lumber Company, Inc.	2
Sullivan, T., & Co.	51
Swann-Day Lumber Company	6
Thomas & Proetz Lumber Co.	5
Three States Lumber Company	4
Turner, A. M., Lumber Co.	9
Upham & Azor	6
Ward Lumber Company	49
Wentworth, Chas. S., & Co.	7
Wilberg & Hanna Company	50
Wiggin, H. D.	7
Willson Bros. Lumber Company	9
Yeager, Orson E.	51

## POPLAR.

Advance Lumber Company	45
Atlantic Lumber Company	50
Lennett & Witte	50
Brown, W. P., & Sons Lbr. Co.	2
Cheat River Lumber Company	9
Crane, C., & Co.	50
Davis, Edw. L., & Co.	2
Davidson-Benedict Company	2
Dawkins, W. H., Lumber Co.	36
Hayden & Lombard	49
Kentucky Lbr. & Veneer Co.	2
Loomis & Hart Mfg. Co.	5
National Lumber Mfg. Co.	49
Ritter, W. M., Lumber Co.	52
Ray Lumber Company	37
Stevens-Eaton Company	7
Swann-Day Lumber Company	6
Thomas & Proetz Lumber Co.	5
Vansant, Kitchen & Co.	52
Yellow Poplar Lumber Co.	52

## COTTONWOOD AND GUM.

Bacon-Nolan Hardwood Co.	4
Farrin-Korn Lumber Company	50
Himmelberger - Harrison Lumber Company	1
Luehrmann, C. F., Hardwood Lumber Company	5
Ozark Cooperage Co.	5
Paepcke-Leicht Lumber Co.	4
Smith, W. E., Lumber Co.	4
Stoneman-Zearing Lumber Co.	5
Stolz Lumber Company, Inc.	2
Three States Lumber Co.	4

## CYPRESS.

Crandall & Brown	49
Hafner Mfg. Co.	5
Lothman Cypress Co.	5
Thompson, J. W., Lumber Co.	4

## HARDWOOD FLOORING.

Bliss Cook Oak Company	38
Bliss & Van Auker	10
Carrier Lbr. & Mfg. Co.	10
Cobbs & Mitchell, Inc.	3
Cummer, Diggins & Co.	3
Haak Lumber Company	38
Mitchell Bros. Company	3
Nashville Hardwood Flooring Company	4
Stephenson, The I., Company	10
Wood Mosaic Flooring Co.	2
Young, W. D., & Co.	10

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Mershan Company, The	38
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Lumber Mutual Fire Insurance Company, Boston	1
Lumber Underwriters	1
Pennsylvania Lumbermen's Mutual Fire Insurance Company	1
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Barroll, H. C., & Co.	10
Lacey, J. D., & Co.	37
Lumbermen's Credit Assn.	37
Seuence, C. A., & Co.	7

W. H. Dawkins Lumber Co.

Manufacturers of Band Sawed

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CHICAGO TO NEW YORK

The Erie Railroad System's Industrial Department has all the territory traversed by the railroad districted in relation to resources, markets and advantages for manufacturing, can advise with manufacturers of specific products as to suitable locations, and furnish them with current information of a comprehensive nature dealing with the project in its full relation to manufacture and commerce.

The Erie is one of the greatest of trunk lines. Its own rails connect the two largest cities of America. Every section of the System has its particular merits. Profitable locations exist. It has great general and coal, oil and natural gas resources.

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Industrial Commissioner  
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OAK,  
ASH,  
POPLAR.**

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There is no section with so fine and large a supply of hardwood timbers of various kinds left for the lumbermen as that portion of the South in Alabama, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee and Virginia served by the lines of the

Southern Railway

and

Mobile &amp; Ohio Railroad

There are oak, poplar, hickory, gum, cypress, ash, elm, buckeye, balsam, spruce, chestnut, and other varieties. There are also available pine lands.

These timber resources and many other important features bearing on the cost of manufacture and marketing give special advantages and opportunities for EVERY KIND of WOOD USING INDUSTRY. We have information about the best locations in the country at towns in these States and in Southern Indiana and Southern Illinois, which will be given if requested. All correspondence in regard to timber lands or factory locations will be given prompt and confidential attention. Address your nearest agent.

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**CHAS. S. CHASE,** Agent,  
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It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the UNITED STATES and MANITOBA.

The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you.

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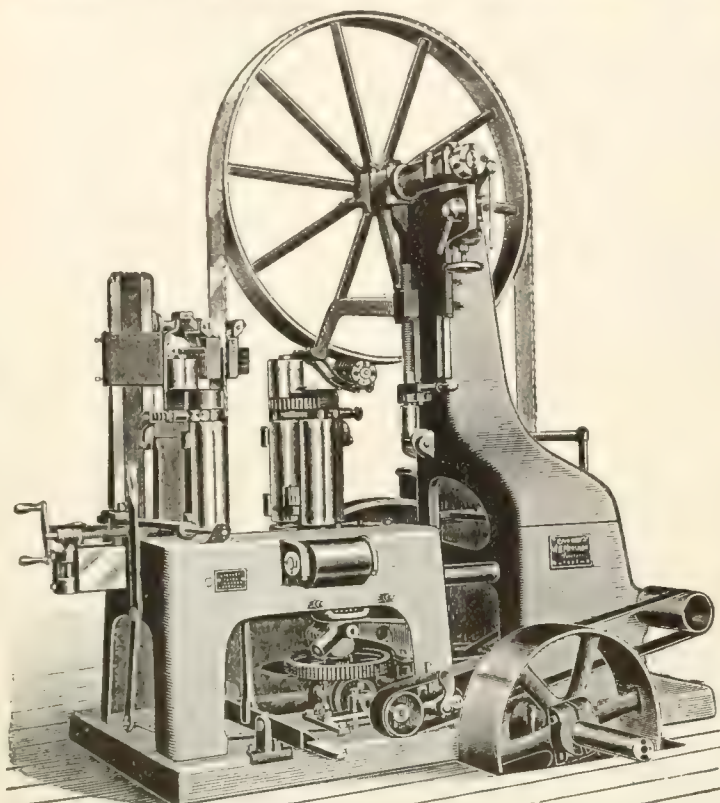
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MENTION THIS PAPER



# Not Without Honor in Its Own Country



New Standard 60-inch Band Resaw

## List of Users of Mershon Resaws in Saginaw Valley.

Cooper & Co.....	Saginaw, Mich.,	1
C. S. Bliss .....	" "	1
Bliss & Van Auken .....	" "	1
Booth & Boyd Lumber Co.....	" "	2
Farmers' Handy Wagon Mfg. Co.	" "	1
Edward Germain.....	" "	2
Lufkin Rule Co. ....	" "	1
Mershon, Schuette, Parker & Co..	" "	14
A. C. White .....	" "	5
Bay City Box & Lumber Co. ...	Bay City, Mich.,	1
Bradley, Miller & Co.....	" "	3
Campbell, Brown Lumber Co....	" "	1
Shelden, Kamm & Co.....	" "	1
John J. Flood.....	" "	1
Handy Brothers.....	" "	3
Hine & Company .....	" "	1
Mershon, Schuette, Parker & Co..	" "	5
Michigan Box Co.....	" "	1
W. H. Nickless.....	" "	1
E. J. Vance Box Co.....	" "	4
W. D. Young & Co. ....	" "	1
Total.....		51

**WM. B. MERSHON & CO., Saginaw, Mich., U. S. A.**

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THE EBY MACHINERY CO., San Francisco, Cal., Agents for California and Nevada.

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**Hardwood  
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and  
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Mills and Flooring Plants at  
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Best  
Is  
the  
Cheapest

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### White Ash

1" and thicker, tough stock.

### Poplar

1 1/4", 1 3/4", 2 1/4", 3 1/4" and 4" 1st and 2nds.  
1 ear 1 1/2" - 1 3/4" and wider, 1st and 2nds.  
1 ear 1 1/4" - 1 3/4" and wider, 1st and 2nds.

### White Oak

4 M pieces 6x8, 10 ft Sawed Switch  
Ties.  
3 ear loads 4x10, 12 to 16 ft. Crossing  
Plank.

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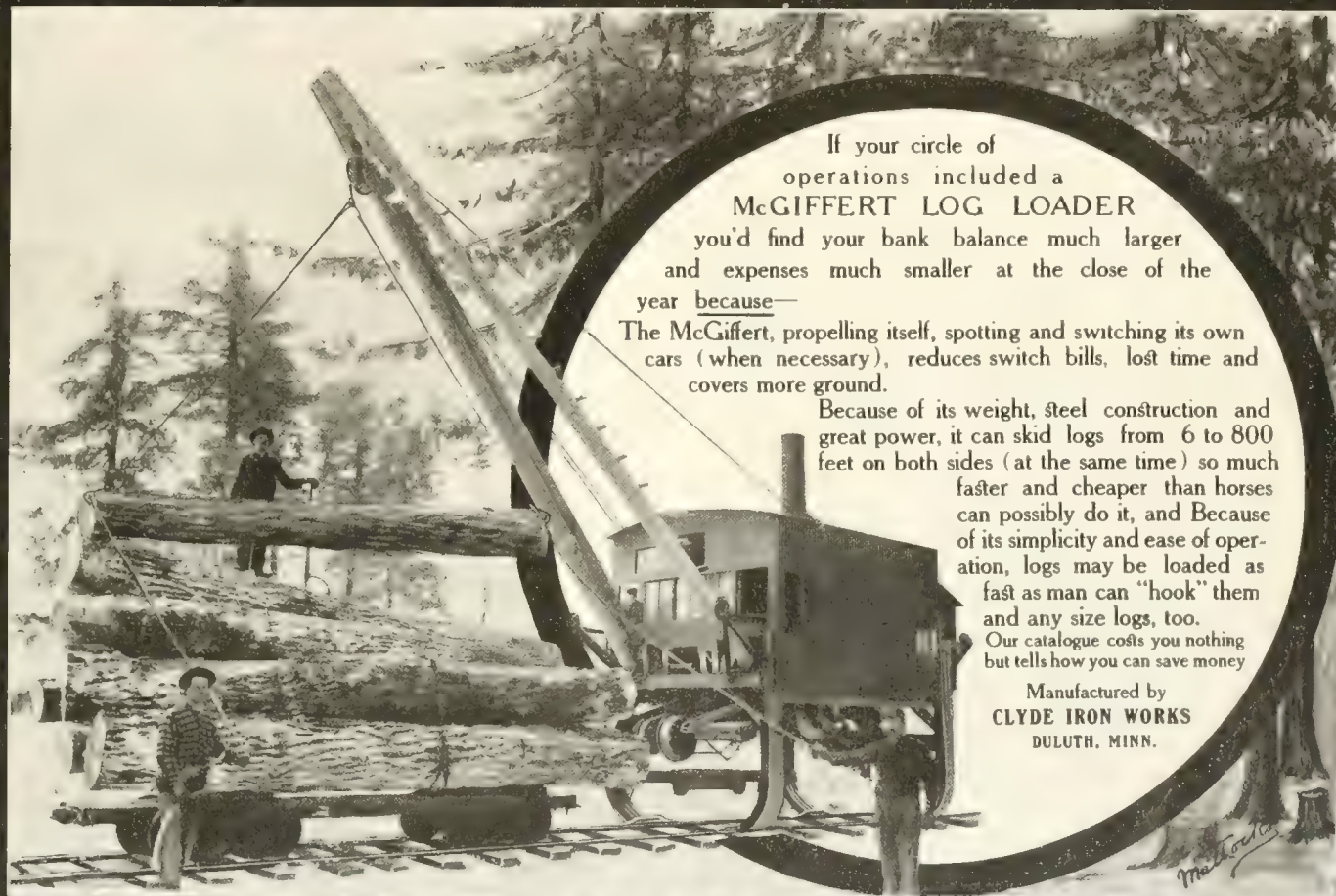


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Manufactured by  
**CLYDE IRON WORKS**  
DULUTH, MINN.

C-64

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### HIGH GRADE TOOLS

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Rims, Shafts, Poles,  
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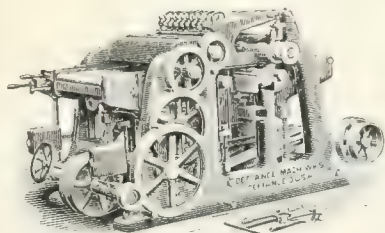
Single Trees, Hoops,  
Handles, Bobbins, Spools,  
Insulator Pins and  
Oval Wood Dishes.

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**The DEFIANCE MACHINE WORKS**

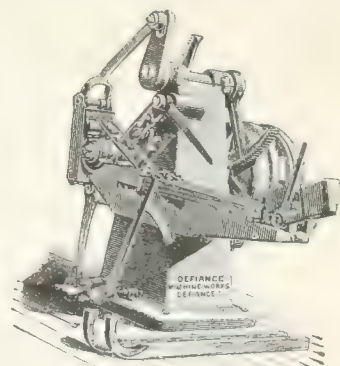
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26" DOUBLE SURFACE PLANNER.

Planes 26" wide by 12" deep. Has Cut Gears throughout. Has sectional Feed Roll and 12" Ring Oiling Bearings.



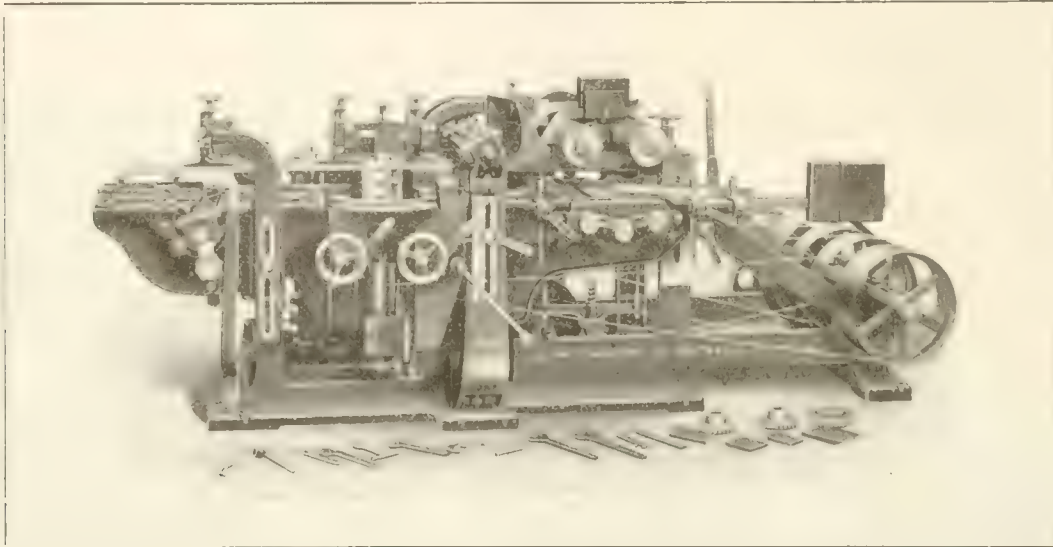
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**SMITH of**  
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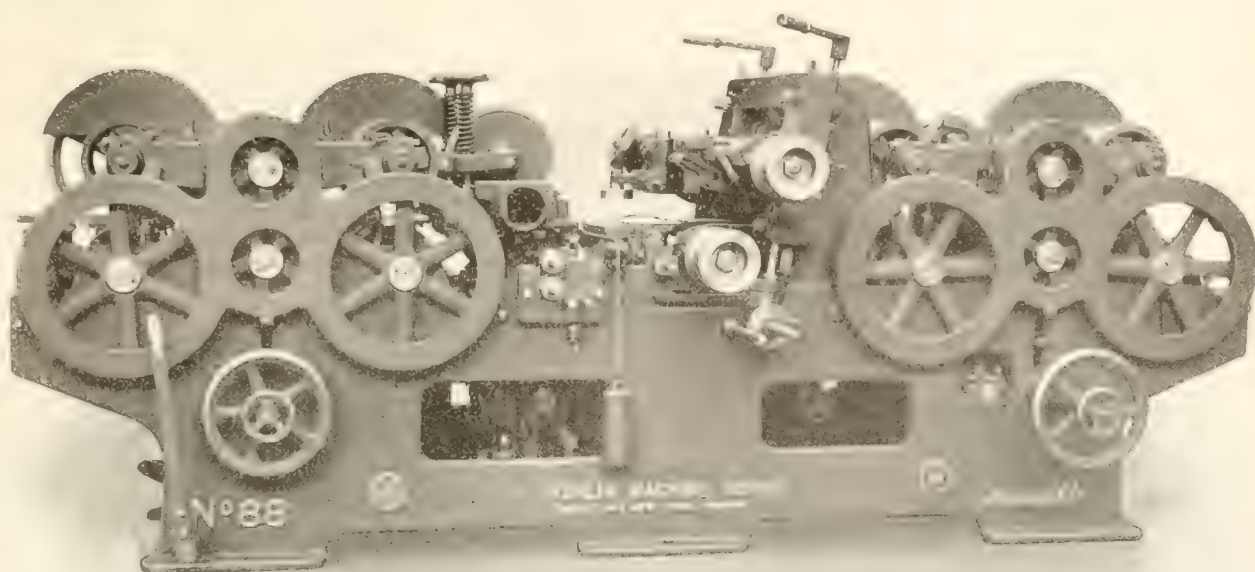


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**H. B. SMITH MACHINE CO.**  
SMITHVILLE, N. J., U. S. A.

Branches:  
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## Berlin No. 88 Hardwood Matcher

The only machine in existence capable of producing the highest grade of hardwood flooring at fast feeds.

The entire frame is cast in one piece, forming a solid foundation for all working parts.

When we ship a No 88, no matter whether the distance is 50 or 5,000 miles, we know all the working parts will be in alignment and the machine ready for work when it arrives at its destination.

There's a lot of satisfaction in that for us—how about you?

But the frame is not the only part of the machine that's built to stand hard knocks.

The cutter heads, on which there is a great strain, are so constructed that there is no chance for vibration.

The top and bottom cylinders are placed very

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The pressure bar after the cut of the top head and over the lower one is built in one piece—no chance for vibration and another help to make the thickness of finished stock uniform.

The "Side-head Hold Down" is another one of the good features.

Two narrow rollers hold the stock tight to the bed at the point where the side heads cut. A perfect match is the result.

Stock having short crooks in it is matched without any trouble, for we have crowned the bed piece directly below these rollers to meet this condition.

We shall be glad to send you a large picture and complete description of this machine if you are interested.

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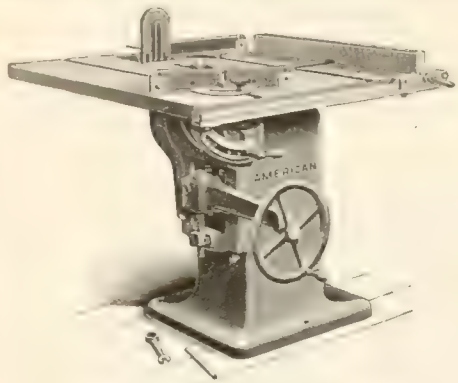


Fig. 637. Clement No. 1 Variety Saw Bench.

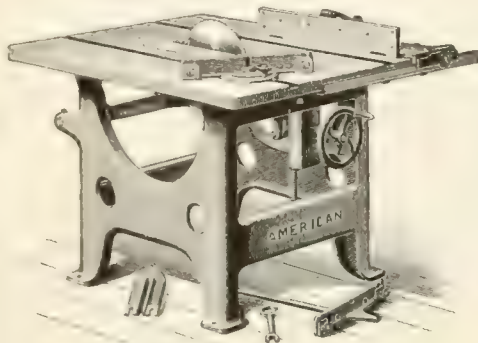


Fig. 623. Clement No. 2 Combination Saw.

# American Saw Benches

FOR ALL  
CLASSES  
OF WORK

WRITE US RE-  
GARDING THEM

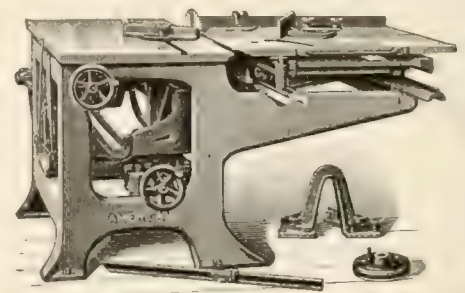


Fig. 622. Houston Combination Saw and Dado Machine.

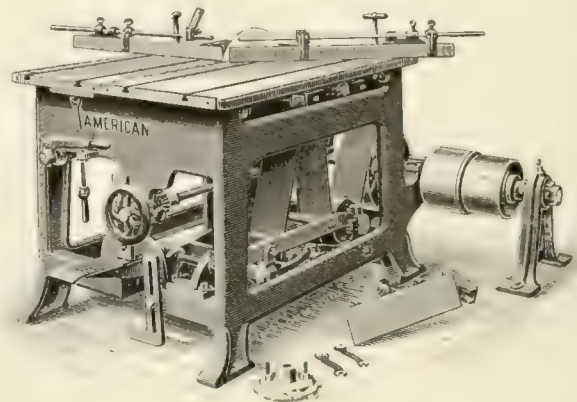


Fig. 617. No. 7 1/2 Combination Saw and Dado Machine.

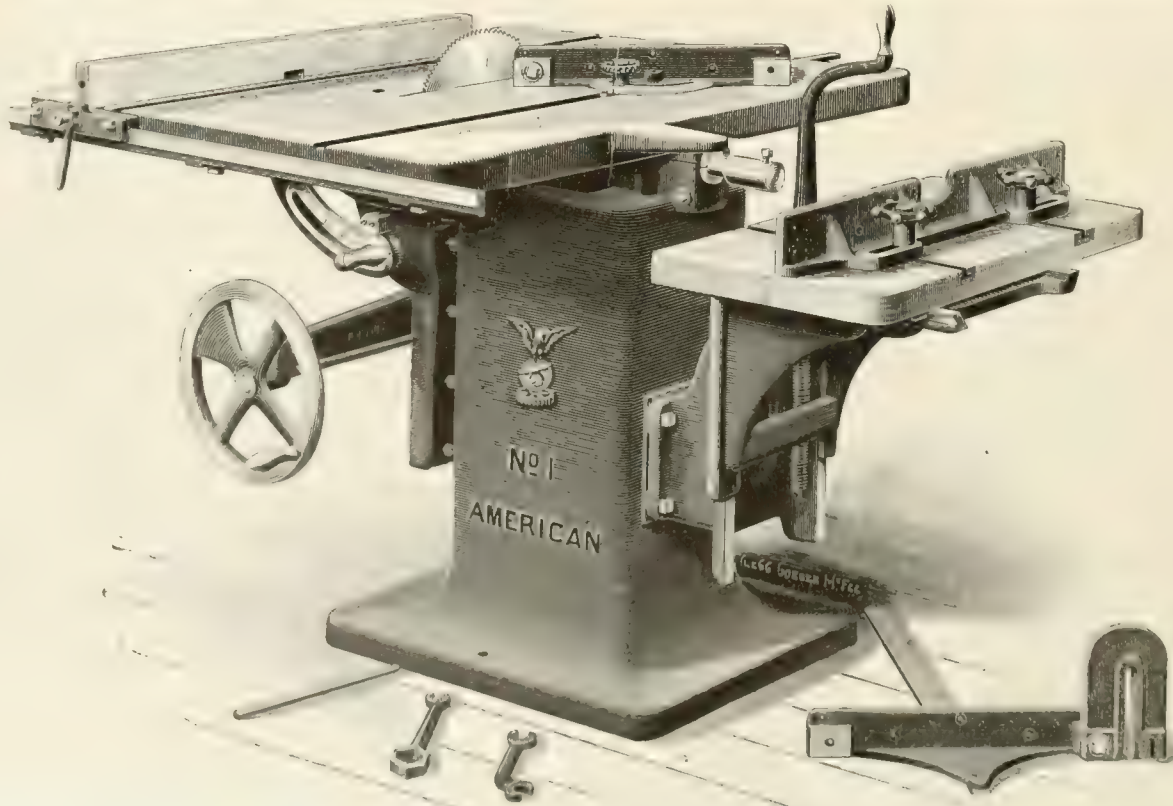


Fig. 633. Clement No. 1 Variety Saw Bench with Boring Attachment.

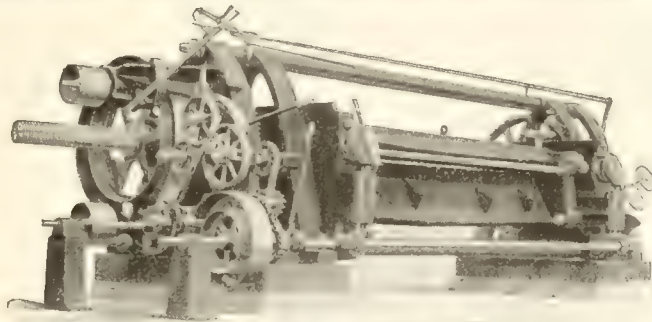
## AMERICAN WOOD WORKING MACHINERY CO.

NEW ORLEANS

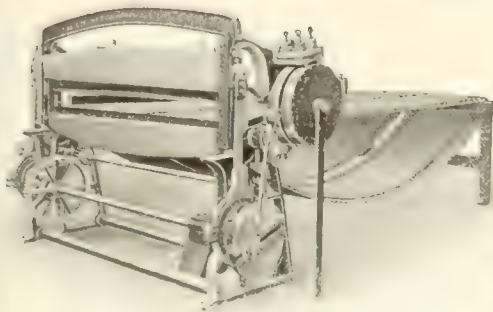
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NEW YORK

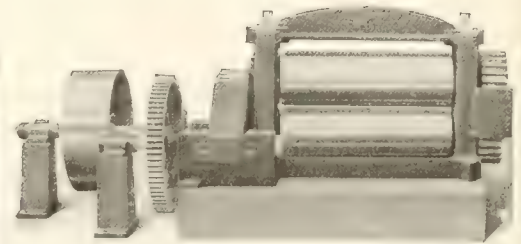
# A PAGE OF THE FAMOUS COE VENEER MACHINERY



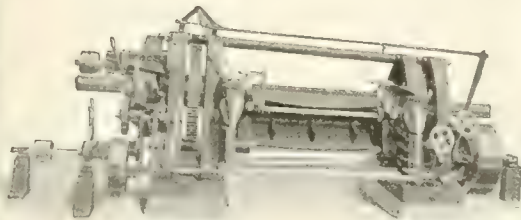
Style A Veneer Cutter



Coe Clipper



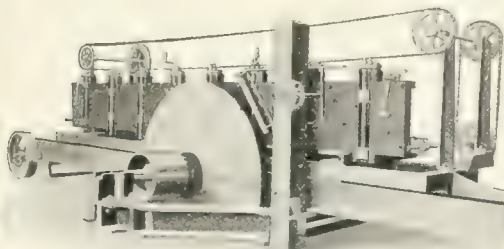
Coe Wringer



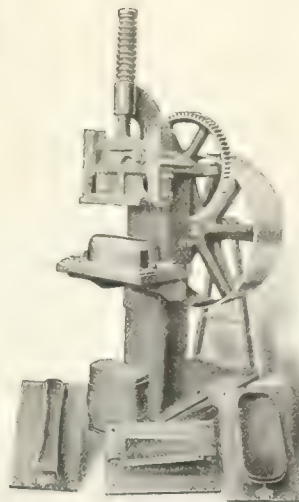
Style D Veneer Cutter



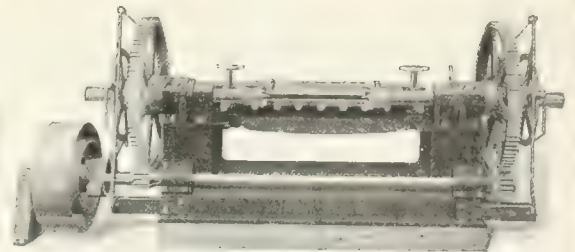
Style B Veneer Cutter



Coe Veneer Saw



Coe Stamper



Style H Veneer Cutter

*These machines and many others are fully described in our 1906 Catalog No. 5. Write for a copy to-day.*

**THE COE MFG. CO.**

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# ATKINS

## SILVER

### STEEL

# SAWS

## THE SAWS OF QUALITY

Material, Temper, Workmanship  
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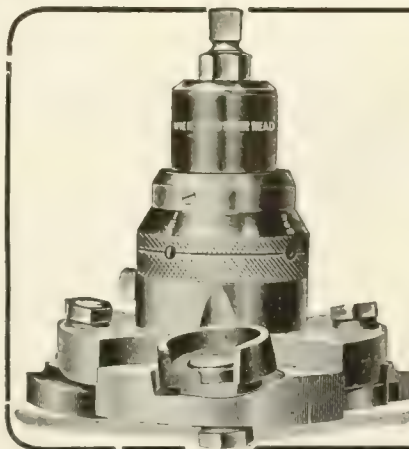
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Good Saws that do their  
duty, plus.

Cutting edge that comes  
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BEAVER FALLS, PA.



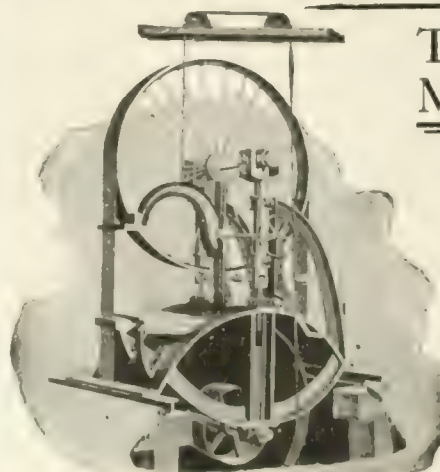
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To receive the best and most  
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The profits of a saw mill  
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per cent by using a band mill  
instead of a rotary. The  
price of this mill with six  
foot wheels for saws eight  
inches wide is readily within  
the reach of all. It cuts  
smooth and perfect lumber  
and has a capacity of 25,000  
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runs with less expenditure of  
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only half as much of the log  
into saw dust as does the  
circular saw.

**PHOENIX MFG.  
COMPANY,**  
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HARDWOOD DISTRIBUTING CENTER OF NORTHERN OHIO

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Rockefeller Bldg. CLEVELAND, OHIO

Memphis Office, No. 56 Randolph Building.

J. E. MEADOWS, Mgr.

## THE ROBERT H. JENKS LUMBER COMPANY

### FOR SALE

60 M feet 1" 1st and 2ds Poplar  
223 M feet 1" No. 1 Common Poplar  
125 M feet 1" No. 2 Common Poplar  
25 M feet 2" 1st and 2nd Poplar, 14" and up  
125 M feet 8 4" Sound Wormy Chestnut  
275 M feet 1" Sound Wormy Chestnut  
153 M feet 1" 1st and 2nd Plain White Oak  
85 M feet 1" 1st and 2nd Plain Red Oak  
125 M feet 1" No. 1 Common Plain Red Oak

**Quartered White and Red Oak.**—We have a good assortment of dry stock,  $\frac{3}{8}$  to 4 inches thick. Your inquiries solicited.

**Plain White and Red Oak.**—A limited amount of nice stock, ready for shipment.

WE ARE ALWAYS IN THE MARKET FOR



## HARDWOOD LUMBER

PLAIN AND QUARTERED

# OAK

A SPECIALTY

WE BUY MILL CUTS

## SOUTHERN OAK LUMBER CO.

707 Chamber of Commerce

CHICAGO

## MARTIN-BARRISS COMPANY

Importers and Manufacturers

## MAHOGANY AND FINE HARDWOODS

## The King & Bartles Lumber Company

We have in pile at our Cleveland yard the following

2,000' 16 4" No. 1 Common and Better Birch, unselected.	18,200' 8 4" 1sts and 2nds Plain Birch.
7,520' 12 4" No. 1 Common and Better Birch, unselected.	11,558' 6 1" 1sts and 2nds Red Birch.
4,125' 10 4" No. 1 Common and Better Birch, unselected.	18,464' 5 4" 1sts and 2nds Red Birch.
15,061' 8 4" 1st and 2nds Red Birch.	40,950' 4 1" 1sts and seconds Basswood, 7" and wider, 14 and 16".
	48,250' 1 1" No. 1 Common Basswood, 7" and wider, largely 14 and 16".

Yard and Office: No. 1955-2025 Scranton Road, N. W.,

CLEVELAND

:

:

:

:

OHIO



# MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"THE THICK MAPLE FOLKS"

## BROWNLEE & COMPANY

DETROIT MICHIGAN

MANUFACTURERS OF

Michigan Hardwoods

DOCKS AND PLANING MILL RIVER ROUGE SOUTH DETROIT  
CITY OFFICE 303 TELEGRAPH BLDG.

## McCLURE LUMBER COMPANY

MANUFACTURERS OF  
**Hardwoods**

Main Offices, DETROIT, MICH.  
Mills, : EUTAW, ALA.

SPECIAL OFFERINGS:

3 cars 3 and 4" Nos. 1 & 2 White Ash. 1 car 2" Nos. 1 & 2 Red Ash.  
2 cars 4" Common White Ash. 2 cars 1 to 2" Nos. 1 & 2 White Ash.  
1 car 2" Nos. 1 & 2 White Ash. 10 cars 2 to 4" Dry Hard Maple.  
5 cars 1" Dry Log Run Birch.

W. H. WHITE, Pres.  
JAS. A. WHITE, Vice-Pres.

W. L. MARTIN, Secy.  
THOS. WHITE, Treas.

## W. H. WHITE COMPANY

BOYNE CITY, MICHIGAN

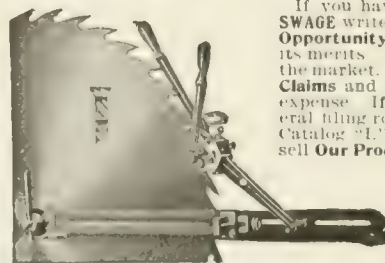
Manufacturers of Hardwood and Hemlock Lumber, Cedar Shingles,  
White Rock Maple Flooring.

## Michigan Logging Wheels



Have used them 2 years and know how fast and cheap way of logging. S. C. OVERPACK MANISTEE, MICHIGAN

## FILERS! MILLMEN!



Hanchett Saw Swage

If you have never used a HANCHETT SWAGE write us and we will give you an Opportunity to become acquainted with its merits. We claim it is the Best on the market. If it does not size up to our Claims and your Needs return it at our expense. If you are interested in general filing room machinery write us for Catalog "L." It will interest you. We sell Our Product on its merits.

**Hanchett Swage Works**

BIG RAPIDS, MICH., U. S. A.

## RUSSEL WHEEL & FOUNDRY COMPANY

Builders of

Logging Cars

And Logging Machinery



ARE ALWAYS PLEASED TO HAVE OPPORTUNITY OF POINTING OUT ADVANTAGES OF THEIR EQUIPMENT.

Detroit, Mich.

# MICHIGAN

FAMOUS FOR RED BIRCH AND BASSWOOD

## DENNIS BROS.

GRAND RAPIDS,

MICHIGAN

MANUFACTURERS OF

**Hardwood Lumber, Perfect  
Birch and Maple Flooring**

### DRY STOCK AT BARGAIN PRICES:

2 cars 8-4 Basswood, No. 1 Common and Better  
3 cars 5-4 Basswood, No. 2 Common and Better  
15 cars 4-4 Birch, No. 1 and 2 Common.  
1 car 1x4 Clear Birch Strips  
2 cars 4-4 No. 3 Common Cherry.  
60M feet 12-4 Hard Maple  
245M feet 8-4 Hard Maple  
40M feet 8-4 Hard Maple, No. 3 Common

**Main Office:**  
205-209 Michigan  
Trust  
Company  
Building

## Thos. MacBride Lumber Company

HEADQUARTERS FOR

## HARDWOODS

IN MICHIGAN

Michigan Trust Building, Grand Rapids, Mich.

## BIRCH

This is our specialty. We are in the heart of the best Birch section. Have good stock, Common and better, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, and 16-4.  
Let us figure with you.

## Simmons Lumber Company

SIMMONS, MICHIGAN

We have the following dry stock piled on our docks which we offer for Spring delivery:

160 M 4-4 Birch

55 M 8-4 Birch

158 M 4-4 Beech

75 M 4-4 Grey Elm

55 M 8-4 Grey Elm

95 M 5-4 Basswood

250 M 5-4 Maple

Write for particulars

## The North Shore Lumber Co.

Thompson, Michigan

## SOFT ELM AND ROCK ELM

FOR SALE BY

## The R. G. Peters Salt & Lumber Co.

EASTLAKE, MICHIGAN

## VAN KEULEN & WILKINSON LUMBER COMPANY

— Manufacturers and Wholesalers of —

### HARDWOOD LUMBER and CRATING STOCK

Complete Stocks of Michigan Hardwoods, Maple, Beech, Birch, Elm, Ash and Basswood for sale.

Grand Rapids,

Michigan

## BOYNE CITY LUMBER COMPANY

BOYNE CITY

### MICHIGAN ROCK MAPLE and other HARDWOODS

LARGE CAPACITY PROMPT SHIPMENTS RAIL OR CARGO



## J. S. GOLDIE

Cadillac,

::

Michigan.

SPECIAL PRICES on 5 in. Maple Squares  
Maple and Basswood Lumber  
1 in. and 3 in. Northern Michigan Soft Elm.

INQUIRIES SOLICITED ON ALL HARDWOODS.

## DENNIS & SMITH LUMBER CO.

### Wholesale Hardwood Lumber

Office and Yards, FOURTH AND HOLDEN AVENUES,  
DETROIT, MICH.

MILLS AT: Heaters, W. Va. Valley Bend, W. Va. Diana, W. Va. Parkersburg,  
W. Va. McNutt Siding, W. Va.

## Hackley-Phelps-Bonnell Co.

MANUFACTURERS OF

Northern and Southern  
Hardwood Lumber

Main Office, Michigan Trust Company Building

GRAND RAPIDS

MICHIGAN



# WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

MIXED CARS - EVEN GRADES - PROMPT SHIPMENT

## Wisconsin Hardwoods

### SPECIAL OFFERINGS:

1" No 1 Common and Better Birch - Red in  
1" No 1 Common and Better Basswood  
1" No 1 Common and Better Hard Maple  
Also Elm, Pine, Cedar Products,  
and "SHAKELESS" Hemlock.

John R. Davis Lumber Company

PHILLIPS, : : : : WISCONSIN

## VOLLMAR & BELOW

MARSHFIELD, WISCONSIN

## Basswood, Birch

and Other Wisconsin Hardwoods

LET US KNOW WHAT YOU ARE IN THE MARKET FOR

## ARPIN HARDWOOD LUMBER CO.

GRAND RAPIDS, - - - WISCONSIN

Saw and Planing Mill at Atlanta, near Bruce, Wis., on Soo Lines.

Manufacturers

## Wisconsin Hardwoods

PINE AND HEMLOCK

WRITE US FOR PRICES ON

1, 1½, 1¾ AND 2 INCH PLAIN AND RED BIRCH.

1 INCH NO. 1 AND NO. 2 BASSWOOD.

1½ INCH RED BIRCH.

RED BIRCH FLOORING.

## North Western Lumber Co.

GENERAL OFFICES: EAU CLAIRE, WIS. MILLS AT STANLEY, WIS.

BAND SAWED

## Wisconsin Hardwoods

CAREFUL GRADINGS PROMPT SHIPMENTS

SPECIALTIES:

Inch No. 2 Common Birch

Inch No. 3 Common Birch

## NORTHERN STOCK

Hemlock  
Birch  
Basswood  
Rock Elm  
Soft Elm  
Ash  
Oak

## SOUTHERN STOCK

Quartered White and Red  
Oak  
Plain White and Red Oak  
Sycamore  
Poplar  
Cypress  
Gum

## PAGE & LANDECK LUMBER CO.

Wells Building - - - MILWAUKEE, WIS.

*Ingram Lumber Co.*

WAUSAU, WIS.

## BASSWOOD, BIRCH

We cut four million feet of each annually  
Your inquiries and orders solicited

MILL AND YARDS AT INGRAM, WISCONSIN

## C. P. CROSBY

RHINELANDER : : : : WISCONSIN

## Wholesale Hardwood Lumber

Hard Maple a Specialty in all thicknesses from 1 inch  
to 4 inch. Finest Birch in Wisconsin. Black Ash,  
Rock Elm, Soft Elm, Red and White Oak. : :

DIFFICULT AND MIXED ORDERS A SPECIALTY

## THE GENERAL LUMBER COMPANY

### HARDWOODS

HEMLOCK, YELLOW PINE.

COLUMBUS

OHIO

The only trade paper reaching all classes  
of hardwood consumers

HARDWOOD RECORD  
355 Dearborn St., Chicago

# CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

## HAYDEN & LOMBARD

WANTED—GREEN OR DRY, FOR PROMPT SHIPMENT:

50 M feet  $1\frac{1}{2}$  x 10" and wider 12 to 16' 1s and 2s Poplar.  
50 M feet  $\frac{3}{4}$  x 8" and wider 10 to 16' Com. and Bet. Birch.  
50 M feet  $\frac{5}{8}$  x 6" and wider No. 1 Common and Bet. Ash.

Will pay good price for Car Oak material.  
Specifications furnished on application.

511 RAILWAY EXCHANGE

CHICAGO

## Estabrook-Skeelee Lumber Co.

203 FISHER BUILDING, CHICAGO

We are in the market for

## Wagon Stock

REACHES BOLSTERS, TONGUES, AXLES, ETC., AND

Hardwood Lumber

PARTICULARLY WANT WHITE ASH  
AND HICKORY

TELL US WHAT YOU HAVE  
TO OFFER

## The Keith Lumber Company

HARDWOOD, POPLAR & SOUTHERN PINE LUMBER,

MAHOGANY,

REDWOOD,

RED CEDAR,



CYPRESS,

CHESTNUT,

SPRUCE,

MAPLE FLOORING, OAK TIMBERS & WAGON STOCK.

Office and Yards: Fourteenth and Wood Streets.

## THE WARD LUMBER COMPANY

MANUFACTURERS OF

**HARDWOODS**

CHAMBER OF COMMERCE BUILDING : CHICAGO

## CLARENCE BOYLE LUMBER CO.

Wholesale  
Dealers in

## Hardwoods

Yellow Pine  
and Cypress

319 WEST TWENTY-SECOND STREET :: CHICAGO

## Heath-Witbeck Company

### Hardwood Lumber

We have for quick shipment 170,000  
feet DRY BIRCH, First and Seconds  
and Common 2, 2½, 3 and 4 inch.

Main Office and Yards: Loomis and 22nd Streets,  
CHICAGO

## FRED W. BLACK LUMBER COMPANY

MANUFACTURERS OF  
**HARDWOOD LUMBER**  
305 Old Colony Building

FRED W. BLACK, President

HORACE W. BLACK, Secretary

## Lesh & Matthews Lumber Co.

1642-50 MARQUETTE BUILDING

Are now offering bone dry BIRCH, ROCK ELM, BLACK ASH, etc., Wisconsin stock. Also PLAIN AND QUARTERED OAK, POPLAR, etc., from our Memphis yard. We are constant buyers.

WE solicit your inquiries and would be pleased to quote you  
on the following stock, which is in our Chicago yards:

1,000,000 ft 1 to 4 in Louisiana Red Cypress.

300,000 ft 1 to 2 in Plain Oak

100,000 ft 3 in Quartered Sawed White Oak.

50,000 ft 1½ and 2 in Birch

30,000 ft 1 in Common Red Birch.

5,000 ft 3 in 1st and 2nd Maple.

20,000 ft 2 in 1st and 2nd Maple.

40,000 ft 1½ in Yellow Pine Finish.

20,000 ft 2 in Yellow Pine Finish.

30,000 ft 1 in Yellow Pine Finish.

20,000 ft 1½ in and white Yellow

Poplar.

Also a good assortment of Yellow Pine Flooring, Ceiling, Maple Steps, Poplar Squares, 4x4 inch Spruce Squares, etc.

## CRANDALL & BROWN

Yards and Office, 3300 Center Avenue, CHICAGO

## I am in the market to buy Hardwood Lumber

Can handle the cut of one or two good mills  
on a cash basis. Send me your stock list.

Charles Darling ROOM 3001, MERCHANTS'  
LOAN AND TRUST BUILDING

## NATIONAL LUMBER MFG. CO.

1019 Ashland Block

Manufacturers of Southern Hardwoods, Oak,  
Poplar, Hickory, Ash, Cottonwood, Gum, etc.

Band Mills:  
Smithfield, W. Va., Jackson, Ala.

Circular Mills:  
Kentucky, Tennessee



## CINCINNATI

THE GATEWAY OF THE SOUTH

## THE WIBORG &amp; HANNA COMPANY

CINCINNATI, OHIO

PLAIN  
AND  
QUARTER  
SAWED

White and Red Oak

CHESTNUT  
POPLAR  
GUM AND  
CYPRESS

Flooring, Siding, Ceiling, Base, Case and Molding. Rough, Dressed and Re-sawed. Mixed Carloads.

## BENNETT &amp; WITTE

MANUFACTURERS OF SOUTHERN HARDWOODS

THAT ARE SOLD  
ON NATIONAL HARDWOOD LUMBER ASSOCIATION  
INSPECTION ONLY.

Plain and Quartered . . . White and Red Oak  
Red and Sap Gum  
Cottonwood, Ash, Cypress, Poplar, Soft Maple, Tulelo  
Gum and Chestnut . . . We cut Gum and oak in Thick-  
nesses of . . . to 4 inches . . . EXPORT AND DOMESTIC.

224 W. 4th Street, CINCINNATI, OHIO

Branch: 1301-2 Tenn. Trust Memphis, Tenn.



## THE FREIBERG LUMBER CO.

Manufacturers of

Tabasco Mahogany  
Walnut, OakPoplar, McLean and Findlay Ays  
CINCINNATI, O.WANTED OAK, ASH, CHERRY and  
other HARDWOODS

PAY THE HIGHEST CASH PRICES AND  
SEND THE INSPECTOR TO RECEIVE  
LELAND G. BANNING, Office: 5th and Main, CINCINNATI

IN THE MARKET FOR

## OAK—ASH—POPLAR

ALL GRADES AND THICKNESSES

## MOWBRAY &amp; ROBINSON

Office: 1219 West Sixth Street  
Yards: Sixth Street, below Harriet

Poplar, Oak,  
Ash, Chestnut,  
Sycamore, C. Crane & Co.

We would like to buy

W. Va. Spruce, 2,000,000 feet Dry Oak  
Pine and Elm 2,000,000 feet Dry Poplar  
Mostly heavy stock. Quotations Solicited.

MILLS AND YARDS  
CINCINNATI, O.  
YEARLY CAPACITY  
100,000,000 FT.  
LONG BILL STUFF  
A SPECIALTY

## PLAIN OAK—BASSWOOD

Are what we want All thicknesses and grades. Spot  
cash. Send us list of your offerings with prices.

DUHLMEIER BROS., CINCINNATI, O.

Red and White OAK Qtd. and Plain

JOHN DULWEBER &amp; CO., CINCINNATI, OHIO

## "BUY GUM"

We are in the market to buy  
Dry Gum Lumber in any  
quantity. If you have any  
left over from your stock, we  
will take it at a reasonable price.  
We are also in the market  
for shipping lumber, poplar,  
oak and gum in any quantity.

THE FARRIN-KORN  
LUMBER COMPANY

General Office: York  
Lebanon, Mo. E. J. Kyles  
Cincinnati, Ohio  
Purchasing Office:  
Randolph, Pa. J. H. Kyles  
Memphis, Tenn.  
Cypress Red Gum Oak

## THE E. E. BECK LUMBER COMPANY

Poplar, Oak, Chestnut

## L. W. RADINA &amp; COMPANY

Correspondence Solicited with Buyers and Sellers of All Kinds of

## HARDWOODS

Wanted for cash—desirable blocks of 1 inch to 4 inch Poplar, all grades,  
Especially 4 1/2 inch stock for immediate shipment.

CLARK STREET AND DALTON AVENUE

# BUFFALO

THE GREAT WHOLESALE LUMBER CENTER OF THE EAST



Manufacturers and  
Dealers in

Ash

White and Brown

Basswood

Birch

Red and White

Butternut

Cherry

Chestnut

Cottonwood

Cypress

Elm

Soft and Rock

Gum

Red and Tupelo

Hickory

Maple

Hard and Soft

Red Oak

Plain and Quartered

White Oak

Plain and Quartered

Black Walnut

White Wood

Poplar



## ANTHONY MILLER

HARDWOODS OF ALL KINDS

893 EAGLE STREET

## SCATCHERD & SON

HARDWOODS ONLY

Yard, 1553 SENECA STREET

Office, 886 ELLICOTT SQUARE

## STANDARD HARDWOOD LUMBER CO.

OAK, ASH AND CHESTNUT

1075 CLINTON STREET

## I. N. STEWART & BROTHER

Specialties: CHERRY AND OAK

892 ELK STREET

## T. SULLIVAN & COMPANY

Specialties: BROWN ASH, BIRCH, PACIFIC COAST FIR AND SPRUCE

50 ARTHUR STREET

## ORSON E. YEAGER

Specialties: OAK, ASH AND POPLAR

932 ELK STREET

## BEYER, KNOX & COMPANY

ALL KINDS OF HARDWOODS

Office and Yards, 69 LEROY AVENUE

## BUFFALO HARDWOOD LUMBER CO.

We want to buy for cash:

Oak, Ash and other Hardwoods, all grades and thicknesses.

Will receive and inspect stock at shipping point.

518 RANDOLPH BLDG., MEMPHIS, TENN.

940 SENECA STREET

## EMPIRE LUMBER COMPANY

Our specialties are PLAIN and QUARTERED OAK and ASH.

1142 SENECA STREET

## G. ELIAS & BROTHER

BUY AND CARRY LARGE QUANTITIES OF ALL KINDS OF HARDWOODS

955 TO 1015 ELK STREET

## HUGH McLEAN LUMBER COMPANY

Specialty: INDIANA WHITE OAK

940 ELK STREET





Specimen of Our Poplar Timber

W. M. Ritter Lumber Co.

MAIN OFFICE: COLUMBUS, OHIO

## YELLOW POPLAR

White Oak, Basswood, Chestnut,  
Ash, White Pine and Hemlock

We Want Your Business

Stock all band sawed, square edged, equalized. Dry Kilns,  
Planing Mills, Dressed Stock, Bevel Siding, Drop Siding



Specimen of Our Oak Timber

# Vansant, Kitchen & Co.



NEW ASHLAND MILL

Old-Fashioned

## YELLOW POPLAR

Ashland, Kentucky

5/8 AND WIDE STOCK SPECIALTIES

# YELLOW POPLAR

Manufacturers  
BAND SAWED  
POPLAR LUMBER

ALL GRADES

**DRY** 5-8, 4-4, 5-4, 6-4, 8-4, 10-4, 12-4, 16-4  
Bevel Siding, Lath and Squares  
Specialty, Wide Stock.

# LUMBER CO.

COAL GROVE, OHIO, U. S. A.















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